



■ spotlight

October 2011 Vol. 44 No. 10



RELENTLESS IN THE 4TH QUARTER

A monthly publication spotlighting top producers of American Income Life and National Income Life



Roger Smith
President & CEO
AIL & NILICO

Redefine Your Comfort Zone

"We shall have no better conditions in the future if we are satisfied with those which we have at present." — Thomas Edison

The theme for this month's Spotlight is *Be Relentless in the 4th Quarter*, which is the mindset Scott encourages you to invoke to ensure you as individuals and we as a Company finish the 4th quarter of 2011 with an impressive BANG.

Something he said (read his comment on page 23) struck a chord with me: *"Relentless is not about achievement, it is about effort, and without maximum effort, achievement is seldom realized."* The kind of relentless effort he's talking about requires you to redefine and push the limits of your comfort zone.

Comfort zone is defined as "the level at which one functions with ease and familiarity." I think humans are hard-wired to seek comfort and stay there, don't you? Most days when we get up, we know what we have to do, and we tend not to do much more than we have to. We lull ourselves into a sense of well-being and security because it's the easiest thing to do. In fact, contrary to being a safe place, our comfort zone is the most dangerous place on earth because it holds us back from unleashing potential we may not even know we have.

Last spring, I attended a dinner honoring United Mine Workers of America president Cecil E. Roberts, who was receiving The Yitzhak Rabin Courage and Leadership Award for his contributions to labor-related causes. I was schmoozing affably with other attendees, when I suddenly found myself catapulted out of my comfort zone: I was asked to give the invocation. I have spoken off-the-cuff on many occasions and do a pretty fair job of it — if I do say so myself — but rarely am I called upon to lead a prayer, much less make one up on the fly. Did I mention the prayer was supposed to be in Hebrew? I don't speak Hebrew! Before my life could begin to flash in front of my eyes, the master of ceremonies, a merciful man (who knew Hebrew!), kindly helped me muddle through it.

Now, I can speak to large crowds all day long, but those situations usually are preceded by several weeks in which to prepare. This allows me to choose my words carefully, practice them, become comfortable with them. Polished — that is

my comfort zone. Leading an impromptu prayer in Hebrew? Not so much. But I did it, I lived, and if it happens again ... well, at least I've done it before.

When we cling to familiarity in our lives, there's no opportunity for *real* growth or achievement — personally, professionally, or financially. In the working world, it's easy to grow accustomed to daily, weekly, or monthly patterns. We reach a point where we might say, "I've made it far enough, I've paid my dues, I make good money, I have a nice car." That's great! You deserve the accolades associated with your level of success, *but don't stop there!*

Before the Wright brothers built the first airplane, they owned a bicycle shop. What if they had had stopped there? What if Steve Jobs had rested on his laurels after developing the Mac? The iPod, iPhone, and iPad would not exist.

The concept of stepping or breaking out of our comfort zone is misleading. We don't actually leave our comfort zone, so much as push and s-t-r-e-t-c-h it from the inside out. It can be uncomfortable initially, but your comfort zone will eventually expand to accommodate. Things that used to take enormous effort or feel like petrifying leaps of courage will eventually become downright cozy.

If you keep doing only what's comfortable, what's ordinary, your results will continue to be just as ordinary. American Income is not now, never has been, and never will be *ordinary*. That's not who we are. That is why I encourage you to redefine your comfort zone. Put forth a *relentless effort* to make 2011 your best year ever! Just think of the incredible momentum you are setting in motion for 2012!

Shalom wvracha (peace and blessing) and *chodesh tov* (have a good month).



■ spotlight

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SGA CAREER TRACK New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$2,669,543 in bonuses. For more information on the monthly bonuses, turn to Page 04.

Total: \$2,674,544

REQUIRED RETENTION RATE

Effective Jan. 1, 2011, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	68.0%
Net to Gross:	78%

DATES TO REMEMBER

eApp business should be uploaded to Home Office by **Wednesday 11/23 before 2:00 P.M. CST**. Paper apps and PR credits must be at HO by **Monday 11/28** to count for November production.

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2012 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2012 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Hard Rock Hotel & Casino in Punta Cana, Dominican Republic! The convention will be held May 22-25, 2012.*



NEW LAB MEMBER

PG. 04



LEADERSHIP ACADEMY

PG. 06



SA/GA TRAINING BONUS

PG. 11



BE RELENTLESS IN THE 4TH QUARTER

PG. 12



REFERRALS

PG. 13



LOOK FOR ME!



BONUS

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ernesto Magat	\$43,982	Jatoft-Foti
Ben Halali	43,832	Jatoft-Foti
Matthew Parks	34,933	Surace-Smith
Jason Bratin	28,380	Theodore Pappas
Casey Kunash	27,624	Simon Arias
Mathew Hart	27,623	Surace-Smith
Patrick Bendure	27,123	Surace-Smith
Brett Gryska	23,745	Oldham-Bianchi
Simon Rolland	23,697	Steve Friedlander
Michael Romeo	23,513	Oldham-Bianchi

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Ryan Kendl	\$7,787	Altig-Orlovic
Ben Halali	7,415	Jatoft-Foti
James Keefer	6,681	Simon Arias
Katie Massart	5,784	Altig-Orlovic
Tone Munro	5,392	Steve Friedlander
Brent Penno	5,089	Altig-Orlovic
Michal Majewski	4,915	Altig-Orlovic
Evan Wicklund	4,835	Altig-Orlovic
Erez Shabtay	4,641	Cohen-Cohen
Kristy Nguyen	4,330	Jatoft-Foti

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,730	Jatoft-Foti
Lance Martin	2,261	Surace-Smith
Frank Kolligian	1,671	Slav Bitman
Nabil Spahi	1,638	Giglione-Ackerman
Djenabou Diallo	1,548	Fred Hadayia
Sheree Risley-Aragon	1,463	Diego Arangopuerta
Daniel Pinschmidt	1,428	Jatoft-Foti
Richard Walus	1,130	Bob Olson
Glyn Hurst	870	Matt Henderson
Olga Tsymbal	866	Josh Chalom

TOTAL

\$2,674,544

NEW LAB MEMBER



James J. Higgins, Jr.

Assistant General President James J. Higgins, Jr. started in the International Union of Elevator Constructors (IUEC) in the late 1980's with Local 1, New York, working as a helper with the Peelle Company. He moved on to construction work with Fujitec of America and eventually to the modernization department of General Elevator. Jim became a National Elevator Industry Education Program instructor in 1993 and five years later, was appointed NEIEP Administrator for Local 1. In this capacity, he established the standards for the Local 1 apprenticeship and training program, which made his transition to NEIEP Director in 2001 a natural fit.

As Director of NEIEP, Jim worked to establish national apprenticeship standards for all of the IUEC local unions in the United States. He proudly served on the National Building and Construction Trades Department Training Directors Committee, working side by side with training and apprenticeship representatives from fellow building trades unions. By sharing ideas and lending support, the committee sought to strengthen the construction industry as a whole by creating a corps of the most highly skilled workers.

While serving as Director of NEIEP, Jim was also the IUEC's representative on the Helmets to Hardhats Advisory Board. As NEIEP Director it was his job to ensure that the union ranks would be filled with talented, highly trained and dedicated mechanics and the Helmets to Hardhats program was the perfect connection to just the kind of people who would thrive in the trade while serving the union with great distinction. Jim was the recipient of the program's Tip of the Spear Award, which was given to him for his contributions to Helmets to Hardhats.

In addition to Jim's on-the-job-training, he has earned a Bachelor of Science degree in business management from Villanova University, a Masters of Business degree in business management from Dowling College and has pursued labor studies at Cornell University School of Industrial Labor Relations.

Q3 Contributions

Total Contributions given 3rd Quarter is \$214,848

Contributions listed are from July through September consisting of contributions of \$600 or more.

American Income & National Income

\$25,000 — Economic Policy Institute	\$5,000 — Union Sportsman's Alliance
10,000 — Campaign For America's Future "Take Back the American Dream" Awards Gala	5,000 — OPCMIA Scholarship Foundation
10,000 — Empire State College Foundation Dinner Sponsorship	5,000 — Texas AFL-CIO Scholarship Fund
5,000 — Roosevelt Institute 2011 Distinguished Public Service Awards Dinner Sponsorship	5,000 — Florence Bernard/Alta Miller Scholarship Fund
5,000 — Children's National Medical Center / Dr. Bear's Closet	5,000 — Center for Military Recruitment Assessment and Veteran Employment
5,000 — Campaign for Migrant Worker Justice Farm Labor Organizing Committee	3,000 — Guide Dogs of America Golf Tournament
5,000 — Jobs With Justice Education Fund 2011 National Conference Gold Sponsorship	2,500 — Peace Corp Fund Friend Sponsorship at the 50th Anniversary Celebration honoring Jules Pagano
5,000 — Arizona AFL-CIO in support of Arizona battles fought on behalf of Working Families	2,500 — Labor FilmFest
5,000 — A. Philip Randolph Institute National Education Conference Bronze Sponsorship	2,500 — Employment Justice Center 2011 Labor Day Breakfast
5,000 — Alliance For Retired Americans September Conference	2,000 — Iron Workers International 42nd Convention and Golf Classic
5,000 — Labor Council For Latin American Advancement	2,000 — Labour Election Campaign
5,000 — Manitoba Federation of Labour Working Families Campaign	1,000 — Jewish Labor Committee
5,000 — Hockamock YMCA	1,000 — International Foundation for Electoral Systems
	1,000 — The King Center AFL-CIO National Symposium on Jobs and Justice: The American Dream Gold Sponsorship
	600 — Americans For Democratic Action 64th Annual Awards Dinner

Top Contributions of Centralized PR

\$3,500 — Labor 411 Ad	\$1,000 — IBT 89 Scholarship
2,500 — New Brunswick All Terrain Vehicle Federation, Inc Trail Development & ATV Educational Programs	1,000 — IBT Joint Council 32 Quarterly Meeting Sponsorship
2,500 — Sacramento Central Labor Council Dinner Sponsorship	1,000 — Illinois AFL-CIO Sponsorship
2,500 — Teamsters National Black Caucus Conference	1,000 — Operation Freedom Bird Golf Sponsorship
2,500 — UFCW NorCal Labor Foundation for Working Families Golf Sponsorship	1,000 — Professional Firefighters of Maryland Bronze Sponsorship
2,500 — IUOE 3 Golf Sponsorship	1,000 — UFCW 23 Scholarship
2,000 — Michigan Snowmobile Association Scholarship	1,000 — UFCW 401 Golf Sponsorship
1,750 — IBT 294/317 Golf Sponsorship	1,000 — UFCW 770 Golf Sponsorship
1,700 — Nova Scotia Federation of Labour Golf Sponsorship	930 — Orange County Employee Association Health Fair Sponsorship
1,500 — Ohio State Firefighters Association Conference	900 — IBT Joint Council 36 Golf Sponsorship
1,500 — Credit Union Children's Hospital Golf Sponsorship	850 — LIUNA OPCD Golf Sponsorship
1,500 — UFCW Region 4 Silver Sponsorship	846 — IUOE 150 Golf Tournament
1,500 — Washington State CLC Foundation for Working Families	820 — Jewish Labor Committee Sponsorship
1,250 — SCEP Canada Golf Sponsorship	775 — San Mateo Central Labor Council Banquet Sponsorship
1,130 — Massachusetts AFL-CIO Sponsorship	750 — San Diego and Imperial Counties Labor Council Labor Day Ad
1,100 — Machinists District Lodge 190 Guide Dogs of America Golf Sponsorship	750 — Society of Human Resource Management Convention
1,050 — SEIU 1 Starlight Children's Foundation Golf Sponsorship	700 — Oregon AFL-CIO Convention
1,000 — ATU 1577 Convention	660 — Houston Chapter of Credit Unions Exposition
1,000 — Arizona Building Trades Charity Golf Sponsorship	600 — Augusta Credit Union Chapter Meeting Sponsorship
1,000 — Central Oklahoma Labor Federation Laborfest Sponsorship	600 — Northeast Illinois Federation of Labor Ad
1,000 — CWA 1040 Convention Sponsorship	600 — Ohio State Building Trades Council Golf Sponsorship
1,000 — El Paso Chapter of Credit Unions Preferred Partner Program Bronze Sponsorship	600 — SEIU HCII Picnic
	600 — St Joseph College Seminary Salute Honoring Jorge Ramirez Dinner Sponsorship
	600 — UFCW 1995 Golf Sponsorship



LEADERSHIP ACADEMY

Memories from Fall 2011 Leadership Academy 101

The McKinney Conference Center played host to a capacity crowd Leadership Academy 101 class held September 13-15. As usual, participants benefitted as AIL veterans shared advice, strategies, and encouragement. Home Office contributors included Rob Gray, Scott Smith, Domenico Bertini, Rob Falvo, Larry Strong, Richard Meshulam, Patti Morgan, and Mike Sheets.

We were honored to have SGA Steve DiChiaro on Day 1, thirty-six-year veteran SGA Joe Manone on Day 2, and SGA Ilija Orlovic on Day 3. The men inspired the eager attendees and graciously answered their questions.

Joe Manone's Advice to Up-and-Coming Leaders

1. See People (do the leg work)
2. Be Good (at what you do)
3. Have Fun (love what you do)
4. Show Somebody (share what you know)



Veteran SGA Joe Manone shares a moment with Torchmark CEO Mark McAndrew and AIL EVP/CMO Scott Smith.



SGA Steve DiChiaro talked about *All Success Starts with Recruiting and Managing a Successful Recruiting Process*.



There's a lot of information to process during Leadership classes. By the morning of Day 3, attendees were lining up for Red Bull. According to 101 facilitator Rob Gray, there is no more Red Bull to be found anywhere else in Dallas.



Super cool SGA Ilija Orlovic strikes a pose. Ilija spoke on *Building a Culture of Success* and *Visionary Leadership*.



Rob Gray, Regional Director of Sales and Leadership 101 facilitator instructing in the art of communication.

For further inspiration, visit www.ailacademy.com.

Leadership



Rob Falvo

Senior Vice President
of Field Operations

Take Ownership of YOUR Agency

It is an exciting time at American Income and National Income — the coming years will be marked by incredible production growth. How can I be so confident? I believe that great companies are not made up of products, recruiting systems, lead generation systems, and training programs. They are made up of great people, who in turn make those systems perform at high levels.

In my travels, I get to experience firsthand the goals and dreams of our leaders. Individually and collectively, I find you have taken to heart the Company motto, *Make the Difference* which leads me to the title of this article: "Take Ownership of YOUR Agency."

To accomplish anything big that will add meaning to your life will require the help of other people. You cannot do it alone. If you have an Agency building contract at any level, it all starts with you. Ask yourself, am I directly coding two people a month to **guarantee the growth of my Agency?** If not, why?

I find that the main reason most people are not recruiting at an extremely high level is because they are not passionate enough about their goals and dreams. Are your goals and dreams big enough to ignite your passion?

We want to help you — yes, you — open and take ownership of new offices where you want to open them. Start by asking your SGA where they need more offices. Let them know where you would like to be, and work together to achieve common goals.

I know to some of you, opening an office and taking ownership of your opportunity may seem like a mountain looming in front of you where the top seems like it would take too much effort to achieve. You might be right. However, we need mountains in our lives. Life should not be flat and routine. We need high mountains that take us to great heights and give us an experience that stays with us long

after we have come down from that mountain. Nowadays, we are inclined to settle for small hills now and then because it takes too long and is too much work to climb a mountain.

We, as leaders, have a tremendous opportunity to succeed by better engaging our key people and motivating them through ongoing dialogue, clear communication, and a shared investment in helping their careers move forward. In that spirit, please feel free to e-mail me at rfalvo@ailife.com (remember to cc: your SGA) with any recruiting questions or ideas. I would love to hear from you.

Always remember the Latin proverb: *Audaces fortuna juvat* — **Fortune Favors the Bold!**

■ Anniversaries

31 Years of Service
Eric Giglione, SGA

29 Years of Service
Rick Altig, SGA

24 Years of Service
Angeles Ordas, Agt

20 Years of Service
David Hausman, SGA
Jinzhou Zhao, Agt

18 Years of Service
Douglas Bauknecht, Agt

15 Years of Service
Joey Kennedy, Agt

14 Years of Service
Carla Miller, MGA

13 Years of Service
Carl Boldon, MGA
Pamela Drury, GA
Benjamin Mancillas, Agt

12 Years of Service
David Zophin, SGA

11 Years of Service
Eric Neal, SGA

10 Years of Service
Kevin Appasamy, RGA

9 Years of Service
David Farraway, RGA
Frederick Hadayia, SGA

8 Years of Service
Preston Foster, Agt
Matthew Hogan, SGA
Jack Keiderling, RGA

Jason Mayer, RGA
Matthew Melhorn, MGA
Corey Neff, MGA

7 Years of Service
Richard Barbour, MGA
Laura Fisher, SGA
Eugene Kashkin, Agt
Sami Mogannam, GA
Moswen Taylor, MGA

6 Years of Service
Andrea Barenholtz, Agt
Jay Bentley, PR
Lamine Diakhate, MGA
Vincent LaRocca, Agt
Steven Stensrud, RGA
Craig Strompf, MGA

5 Years of Service
Patrick Bendure, RGA
Andrew Haskins, MGA
John Keliher, PR
Gordon Mooc, Agt
Orett Nelson, Agt
Jeffery Thiel, SGA

4 Years of Service
Viki Farr, PR
Maria Greene, MGA
Stephen Jubrey, RGA
Jun Ma, SA
Ryan McIntosh, RGA
Luciana Mosca, GA
Tyler Murray, SA
Maricela Soto, PR

Brian Sundberg, GA
Timothy Watson, GA
Haoyu Xu, MGA

3 Years of Service
Dorian Brown, MGA
Barbara Corigliano, GA
Virginia Dotson, Agt
Matthew Girard, GA
Seth Holmberg, GA
Stephanie Kies, Agt
Joshua Lenix, Agt
Michal Majewski, SA
Tien Nguyen, GA
Stephanie Novel, Agt
Ron Pavon, MGA
Daniel Pinschmidt, Agt
Brian Ryan, PR
Tim Smith, GA

2 Years of Service
Maria Alcon, SA
Stephen Archer, Agt
Maurice Baritz, SA
Janet Cullar, SA
Carmelo DeCicco, Agt
Djenabou Diallo, GA
Julia DiBartolomeo, PR
Jane Dunlop-Sipa, Agt
Kevin Fink, PR
Juanita Fussell, Agt
Louie Gonzalez, SA
LaLitha Janardhanan, SA
Ariana Jones, GA

Christopher Jones, PR
Mark Kukielki, MGA
Michael Matteo, Agt
Vakhtang Nazaryan, Agt
Kathryn Parker, MGA
Ardley Pierre, Agt
Gary Prokop, Agt
Syed Quadri, MGA
Jennifer Strickling, MGA
Cody Terrell, RGA
Olga Tsymbal, SA
Avshalom Wolfshout, Agt
Michael Woo, Agt

1 Year of Service
Val Aiono, Agt
Darrell Asbell, SA
Heather Beals, MGA
Jim Berry, SA
Christina Black, GA
Wayne Blumling, GA
Barbara Brown, SA
James Buller, GA
Justin Chaffee, GA
Jovani Chappel, GA
Matthew Conrad, GA
Scott Dillingham, Agt
Patrick Donovan, SA
Jared Durham, SA
Rashaan Elam, Agt
Jennifer Escobedo, SA
Nathaniel Faber, GA
Andrea Feldkamp, SA

Ryan Fickert, SA
Deonna Fields, SA
Fetongi Finau, Agt
Kelly Finnen, GA
Kevin Galloway, SA
Doris Garrett, SA
Heather Gillham, GA
Ihipera Grant, Agt
Lee Hall, GA
Melody Harrison, Agt
James Hendon, GA
Reade Hogan, MGA
Gregory Hunt, SA
Faleseu Ieremia, SA
Shelia Jackson, PR
Carleus Johnson, SA
Angela Kerr, Agt
Benjamin Kingsbury, Agt
Gary Lee, SA
Sione Lolohea, SA
Benjamin Luca, SA
Jesus Machado, SA
Annalynn Macugay, SA
Lillian Mariso, GA
Tyler McBride, SA
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Nicholas Ohloggen, SA
Brandon Owens, Agt
Maria Ramirez, SA
Robert Shepard, GA

Katie Shugert, SA
Beth Silvers, Agt
Stephanie Solusod, SA
Jong Song, SA
John Stankoski, SA
Tyler Stewart, SA
Mark Stubblefield, MGA
Talalelei Tanielu, SA
Kesia Tautaiolefua, SA
Annette Thomas, Agt
Kathryn Tracy, SA
Terence Turner, Agt
Amanda Voelz, SA
Natalie Wagner, MGA
Brian Wallace, GA
Philip Walters, GA
Victoria Watkins, GA
David Weden, SA
Bianca Williams, SA
Melissa Zeller, PR

■ Promotions

Regional General Agent
Charles Mickens
Eric Powell
Robert Shafer
Nichole Turner

Master General Agent
Heather Beals
Jude Bordeaux
Christine Curran
Courtney Griffith
Deane Guldán
Richard Johnson
Timothy Kramarenko
Charles McMain
Minh Phung
Jonathan Santiago
Cameron Severns
Edward Sherman
Jennifer Strickling
Mark Wyner

60% General Agent
Michael Cadres
Stephen Creaghan
Anthony Harris
Clayton Herron
Patricia Lee
James Lochard
Daniel Rapp
Justin Vogler

Ryan C Wilson
57.5% General Agent
Souleymane Bah
Christina Black
Tracy Carrasquillo
Jean-Francois Diotte
Christopher Favor
Alexander Gonzalez
Linda Jackson
Elaine Kulawiak
Aiman Mousa
Ivana Ofakineiafu
Michael Paczkowski
Philip Roffi
Ofa Siasau
John Sikora
Sarah Strain
Victoria Watkins
55% Supervising Agent
Daniel Alvarado
Yolanda Amest
Frederick Barrois
Orfeo Bertini
Abby Branham
Michael Brown
James Bruce
James Curtis
Erin Davis
Andrea Dickerson

Craig Duletzke
Otis Foster
Kelly Gannon
Charles Goodman
Timothy Gossett
Yohana Gutierrez-Hernandez
Lynice Harris
Irma Hayes
Mari Horn
Sheila Jackson
Kenneth Johnson
Jane Jordan
Keturah Malaykhan
Amie McCracken
George Angulo
Katika Mercer
Ryan Merritt
Stephen Moore
Daniel Najera
Rebecca Najlis
Cory O'Cull
Kurt Overy
Christopher Pardon
Enrico Paredes
Lester Patroliá
Manuel Pedroza
Trauja Puritoy
James Redahan
Ileana Rosas








Robert Ruelas
Carrington Scott
Andrew Smith
Brandon Smith
Tarisa Tooke
Omarh Torio
Eric Tsen
Rolando Vega
Robert Wilhelm
Jason Wilkins
Monica Wilkins
52.5% Supervising Agent
Jordan Abernathy
Oscar Ahumada
George Angulo
Mark Arrigo
George Babish
Amy Bauch
Candice Beadle
Jeffrey Beske
Nitesh Bhogaraju
Kim Clark
Scott Compiani
Nicole Conrad
Joseph Crain
Monica Crume
Michael C Davis
Nicole Davis
Kevin Dougherty

Charles Drinkard
Katie Dunn
Timothy Enzor
Charles Fischer
Christopher Follestad
Marcia Fraser-Douglas
Dennis George
Justin Gilmore
Manuel Gonzalez
Wayne Green
Dwayne Hargrove
Januari Harso
Maurice Hawkins
Henry Hill
Nathan Holthenrichs
Carissa Huggins
Alfredo Hung-Lam
Paul Jagmohan
Daniel J Johnson
Travis Kajiwara
Sylina Kidd
Curtis Korneluk
Michelle Kyles
Elin Langley
Amy Lehman
Elizabeth Lo
Sione Lolohea
Benjamin Luca
Gabriel Martinez

Linette Matti
Jeffrey Moore
Dennis Moran
Nga Nguyen
Alex Niemann
Daniel Noll
Mario Nunez
Marilyn Paddock
Phyo Phyo
Aaron Price
Franklin Quezada
Daniel Ramon
Connie Reichard
Elizabeth Rivera
Annabelle Roberts
Rubi Rodriguez
Ali Rothbaum
Alisi Sanalio
Paw Sandberg
Kimberly Sourvelis
Jacquelyn Swift
Ritita Tokahere
Johleena Tolentino
Jeffrey Vicarel
Travores Wills
Kimberly Wizzard
Sara Wonderling

FOUNDERS CLUB

September 2011 Qualifiers — Outstanding Producers & PR Representatives:

	Max Quasem Cohen-Cohen Agency 23rd Qualification \$62,710 Net ALP 89.8% Ret		Lily Tchen Cohen-Cohen Agency 14th Qualification \$64,835 Net ALP 90.8% Ret		Katie Massart Altig-Orlovic Agency 3rd Qualification \$92,317 Net ALP 82.7% Ret
	William Gordon Surace-Smith Agency 1st Qualification \$127,326 Net ALP 91.5% Ret		Michal Majewski Altig-Orlovic Agency 1st Qualification \$98,834 Net ALP 77.3% Ret		Bernard Oliphant Altig-Orlovic-Hay Agency 1st Qualification \$63,756 Net ALP 91.4% Ret
			Daniel Posner Jatoft-Foti Agency 1st Qualification \$60,986 Net ALP 80.3% Ret		

Director of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Steve Kafkis



Steve Kafkis with 42% Growth
Way to go, Steve!



Bernard Rapoport

Founder
American Income Life

It's Never Too Late — Except When The Time Has Passed!

In the October *Spotlight*, you are encouraged to be *Relentless*. The fourth quarter of the year makes a difference. Here's your chance to punch that production for the end-of-the-year push, and this is what I am writing to you about.

Forget all excuses, all the so-called visible deterrence. Just know that you are accepting a serious challenge to do more in this fourth quarter than you have ever done before.

You've got the talent; there is no question about that. Talent, however, without accepting the challenge, is to no avail. You have to be alert. The challenge is there for you to make this fourth quarter the best quarter ever in your career at American Income.

Come on, don't fool around, just do it!

Sincerely,

Bernard Rapoport

NEW
SGA



Jason Adamo

Oklahoma City
October 1

Jason Adamo has been on the fast track at ALL since he was recruited by the Matt Wolfanger Agency in December of 2009. He has owned a successful restaurant and a mortgage company, and he knew from Day One that the SGA Opportunity was for him. He says simply, "I like to be the boss." Jason says the part he enjoys most is teaching and helping people, and impacting people in a positive way.

Congratulations to everyone!

You just opened your 50th office this year!

This is our first year hitting the 50 office mark, and with the bulk of one quarter left in the year we are sure to shatter the current record to add more!

Offices add recruiting centers, add to the MGA count immediately establishing a new production cylinder. Thanks for your continued commitment to the 2011 Core Four...

Codes:

up 11% in 3rd Quarter

Bonus Earners:

FT 15% up 31% YTD

Promotions:

YTD Management Count up 21%

& Office Openings!



The SA/GA Direct Code Field Training Bonus became available June 1, 2011 and we are excited by the results! The number of weekly bonuses has increased steadily, and the number of SAs and GAs who qualified has also increased. Want in on this action? Talk to your manager and see how much you can add to your income next month. You have until year end to maximize this bonus opportunity.

YTD BONUS LEADERS

YTD Bonus Payout \$908,438



1 CECILIA SAN DIEGO-TOMAS

\$32,198
Jatoft-Foti

2 RYAN O'MALLEY

\$10,209
Imran Satti

3 KAREN GAGARIN

\$10,197
Jatoft-Foti

4 SENELIMAH TALAMAIVAO

\$9,762
Steve Friedlander

5 TRAVIS PICKLESIMER

\$9,742
Surace-Smith

SEPTEMBER BONUS LEADERS

September Bonus Payout \$231,286

September Bonus Qualifiers 436

1 Marion Magat	\$4,623	Jatoft-Foti	26 Nasr Quadri	\$1,947	Theodore Pappas
2 Sean Wampler	4,430	Surace-Smith	27 Ofa Siasau	1,942	Steve Friedlander
3 Kyle Wrobel	4,010	Surace-Smith	28 Barbara Corigliano	1,940	Sabrina Lloyd
4 Karen Gagarin	3,848	Jatoft-Foti	29 Johna Ryan	1,886	Steven DiChiaro
5 Steven Jargo	3,253	Matt Henderson	30 Luan Hajnaj	1,799	Surace-Smith
6 Jean-Francois Diotte	3,122	Imran Satti	31 Ryan O'Malley	1,788	Imran Satti
7 Diego Madrid	3,092	Jatoft-Foti	32 Sokol Fazliu	1,726	Simon Arias
8 Karolina Debek	2,949	Sabrina Lloyd	33 Cecilia San Diego-Tomas	1,675	Jatoft-Foti
9 Terrence Asuncion	2,888	Jatoft-Foti	34 Andre McCallum	1,667	Surace-Smith
10 Brandon MacDonald	2,797	Scott Sonnenberg	35 Puna Pua	1,598	Steve Friedlander
11 Marcus Howard	2,701	Surace-Smith	36 Eric Ebbitt	1,592	Simon Arias
12 Pamela Altman	2,687	Surace-Smith	37 Violetta Goldman	1,553	Oldham-Bianchi
13 Thomas Fellicciardi	2,664	Theodore Pappas	38 Kalle Convery	1,510	Simon Arias
14 Dan Nebraska	2,470	Simon Arias	39 David Ramirez	1,507	Jatoft-Foti
15 Jared Durham	2,365	Simon Arias	40 Edward Atkinson	1,506	Surace-Smith
16 David Livingston	2,356	Surace-Smith	41 Alomkone Soundara	1,505	Jatoft-Foti
17 Alexander Dorey	2,322	Imran Satti	42 Benjamin Ainscough	1,493	Altig-Orlovic
18 Sione Aholoka	2,303	Steve Friedlander	43 Ruben Santillana	1,486	Steve Friedlander
19 Amanda Beyersdorff	2,264	Surace-Smith	44 Matthew Hodge	1,473	Oldham-Bianchi
20 Uatesoni Filimoehala	2,238	Steve Friedlander	45 Harold Robertson	1,407	Matt Henderson
21 Christopher Newman	2,227	Surace-Smith	46 Anthony Anderson	1,271	Mark Hancock
22 Joshua Fosnight	2,214	Simon Arias	47 Rachel Bryson	1,255	Simon Arias
23 James Aalders	2,204	Imran Satti	48 Konnor Wylly	1,237	Joseph Diecedue
24 Timothy Watson	2,098	Surace-Smith	49 John Holstein	1,237	Jatoft-Foti
25 Elaine Kulawiak	2,012	Oldham-Bianchi	50 Markena Ward	1,234	Fred Hadayia

BE RELENTLESS IN THE 4TH QUARTER

IT'S 4TH AND GOAL IN THE LAST QUARTER,
AND THE CLOCK IS RUNNING.

(For those who follow the other kind of football, that's like being in the last seconds of stoppage time or being down to your last penalty kick.) There is still time to meet (or exceed) your goals, but only if you are relentless in your pursuit of them. Check your stats to make sure you're on track. Take advantage of every opportunity to score big in 2011. Maybe you'll even be named MVP!

"I firmly believe that any man's finest hour, the greatest fulfillment of all that he holds dear, is that moment when he has worked his heart out in a good cause and lies exhausted on the field of battle – victorious."
– Vince Lombardi

- Qualify for Hawaii 6-Month Contest
- Qualify for Punta Cana Convention
- World's Greatest Bonus
- Leadership Bonus
- Reinstatement Bonus
- Direct Code Field Training Bonus

REFERRALS

WHY YOU SHOULD BE RELENTLESS

Total ALP made up of referrals – 38%
Referrals collected that we call on – 50%
Referrals closing ratio (Oct. 2011) – 57%
Value of average referral – \$514

Referrals are an UNLIMITED lead source!

Do the math. How much ALP are you leaving on the table?

Let the Needs-Based Presentation do the asking for you. If you have taken the time to build rapport effectively, your customers will have no qualms about giving you referrals. If you don't ask, you don't get!

For a refresher on building rapport and collecting referrals, visit www.aillaptopdemand.com and watch the Needs-Based Training Videos #2 Establishing Rapport and #3 Presentation. You also have the option to view an entire role-played Union presentation.

All figures are 12-month averages except where noted.

Individual Producers



1. Ryan Kendl
Santa Rosa, CA



2. William Gordon
Cleveland, OH



3. Ben Halali
San Jose, CA



4. Katie Massart
Calgary, AB



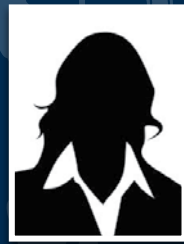
5. James Keefer
Pittsburgh, PA



6. Tone Munro
Auckland, NZ



7. Michal Majewski
Surrey, BC



8. Christina Correa
Roseville, CA



9. Nicholas Patterson
Flushing, NY



10. Erez Shabtay
Los Angeles, CA



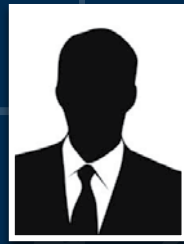
11. Mark Neilson
Provo, UT



12. Melissa Wartman
Cleveland, OH



13. Jesse Spencer
Rochester, NY



14. Brent Penno
Saskatoon, SK



15. Nicole Redding
San Jose, CA



16. Austin Soboleski
Pittsburgh, PA



17. Andy Jaikaran
Tampa, FL



18. Fritznel Octave
Plantation, FL



19. Ronald Rivera
Los Angeles, CA



20. Evan Wicklund
Surrey, BC

IceBreakers

Ronnie Ramirez
San Jose, CA
\$18,305 Net ALP
Ben Halali MGA
Jatoft-Foti SGA

Vada Lopez
San Jose, CA
\$14,770 Net ALP
Ernesto Magat MGA
Jatoft-Foti SGA

Conrado Solanzo
San Jose, CA
\$14,383 Net ALP
Ernesto Magat MGA
Jatoft-Foti SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

September Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Ryan Kendl	\$39,753		79.6	Nicholas Lorence	Altig-Orlovic
2.	William Gordon	37,733		91.5		Surace-Smith
3.	Ben Halali	31,757		74.7	Ben Halali	Jatoft-Foti
4.	Katie Massart	28,415		82.7	Brenton Betts	Altig-Orlovic
5.	James Keefer	27,348		81.1	Casey Kunash	Simon Arias
6.	Tone Munro	26,185		86.8	Norman Sellen	Steve Friedlander
7.	Michal Majewski	24,127		77.3	Bobby Gujral	Altig-Orlovic
8.	Christina Correa	23,882	90		Ernesto Magat	Jatoft-Foti
9.	Nicholas Patterson	22,924		81.2	Jason Bratin	Theodore Pappas
10.	Erez Shabtay	21,967		89.7		Cohen-Cohen
11.	Mark Neilson	19,802		69.3	Nicholas Lorence	Altig-Orlovic
12.	Melissa Wartman	19,621	90		Matthew Parks	Surace-Smith
13.	Jesse Spencer	19,619	86		Brett Gryska	Oldham-Bianchi
14.	Brent Penno	19,509		88.2	Evan Wicklund	Altig-Orlovic
15.	Nicole Redding	19,498	94		Ben Halali	Jatoft-Foti
16.	Austin Soboleski	19,383	100		Casey Kunash	Simon Arias
17.	Andy Jaikaran	19,271	100		Sebastian Kazek	Matt Henderson
18.	Fritznel Octave	19,259		86.1	Fritznel Octave	Williams-Zophin
19.	Ronald Rivera	18,655		82.8		Cohen-Cohen
20.	Evan Wicklund	18,521		75.1	Bobby Gujral	Altig-Orlovic
21.	Ronnie Ramirez	18,305	95		Ben Halali	Jatoft-Foti
22.	Ryan Doughty	18,136	86		Matthew Diulus	Simon Arias
23.	Mauselie Dor	18,079	92		Fritznel Octave	Williams-Zophin
24.	Jillian Girouard	17,995	95		Jeremie Dupuis	Imran Satti
25.	Kristy Nguyen	17,932		85.5	Ernesto Magat	Jatoft-Foti
26.	Chad Panzer	17,593		71.9		Steve Hartman
27.	Nohemy Peccorini	17,500	96		Gil Legarte	Jatoft-Foti
28.	Bernard Oliphant	17,467		91.4	Troy Plummer	Alt-Orl-Hay
29.	Jesudieu Portilus	17,344	95		Fritznel Octave	Williams-Zophin
30.	Scott Davis	17,146		87.3	Scott Davis	Simon Arias
31.	Ali Rothbaum	17,144	100		Mark Wyner	Sabrina Lloyd
32.	Amir Sedaghat	16,700		84.9	Bobby Gujral	Altig-Orlovic
33.	Linette Matti	16,420	100			Sabrina Lloyd
34.	Noel Rose	16,406	96		Kyle Johnson	Williams-Zophin
35.	Christian Napiza	16,371		73.8	Ben Halali	Jatoft-Foti
36.	Richard Hairston	16,163	81		Thomas Vena	Simon Arias
37.	Peng Zhou	15,987		80.4	Bobby Gujral	Altig-Orlovic
38.	Justin Schaub	15,864	94		Darron Hacker	Surace-Smith
39.	Lily Tchen	15,820		90.8		Cohen-Cohen
40.	Natain Stam	15,690	92		Evan Wicklund	Altig-Orlovic
41.	Bruce Tan	15,571		83.5	Christopher Clark	Altig-Orlovic
42.	Paul Mariotti	15,546	94		Matthew Parks	Surace-Smith
43.	Bernadette Casciato	15,524	82		Thomas Vena	Simon Arias
44.	Rebecca Najlis	15,433		82.2	Ben Halali	Jatoft-Foti
45.	Max Quasem	15,044		89.8		Cohen-Cohen
46.	Ryan Fickert	14,925		76.0	Patrick Bendure	Surace-Smith
47.	Connie Reichard	14,861		77.3	Alexandra Graham	Fred Hadayia
48.	Vada Lopez	14,770	100		Ernesto Magat	Jatoft-Foti
49.	Scott Florin	14,748		87.7	Carl Bolden	Paul Rumbuc
50.	Tatjana Tikhonov	14,687		68.5	Ben Halali	Jatoft-Foti

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Tone Munro	\$333,120		86.8	Norman Sellen	Steve Friedlander
*2.	Erez Shabtay	218,338		89.7		Cohen-Cohen
*3.	Michal Majewski	192,516		77.3	Bobby Gujral	Altig-Orlovic
*4.	Mark Neilson	189,995		69.3	Nicholas Lorence	Altig-Orlovic
*5.	Ben Halali	187,710		74.7	Ben Halali	Jatoft-Foti
*6.	Amy Shui	180,961		73.6		Giglione-Ackerman
*7.	Ryan Kendl	179,019		79.6	Nicholas Lorence	Altig-Orlovic
*8.	Kristy Nguyen	176,731		85.5	Ernesto Magat	Jatoft-Foti
*9.	Rebecca Najlis	175,435		82.2	Ben Halali	Jatoft-Foti
*10.	Katie Massart	173,169		82.7	Brenton Betts	Altig-Orlovic
11.	Lily Tchen	159,999		90.8		Cohen-Cohen
12.	Max Quasem	158,317		89.8		Cohen-Cohen
13.	Yvonne Zarathustra	155,656		82.8	Yvonne Zarathustra	Jatoft-Foti
14.	Maria Rocha	154,362		81.2	Ernesto Magat	Jatoft-Foti
15.	Bruce Tan	152,099		83.5	Christopher Clark	Altig-Orlovic
16.	Terrence Asuncion	147,197		77.8	Ernesto Magat	Jatoft-Foti
17.	William Gordon	143,644		91.5		Surace-Smith
18.	Roghie Hassan Loo	143,311		71.3	Byron Paz	Josh Chalom
19.	Omar Hashimi	137,201		73.5		Jatoft-Foti
20.	Samvel Tigranyan	131,706		91.6	Erik Graham	Cohen-Cohen
21.	Matt Flores	129,205		80.3	Matt Flores	Cohen-Cohen
22.	Viet Chung	127,269		81.2	Ben Halali	Jatoft-Foti
23.	Steve Marker	126,689		79.7	Troy Plummer	Alt-Orl-Hay
24.	Ronald Rivera	125,409		82.8		Cohen-Cohen
25.	Scott Hanna	123,658		80.9	Scott Hanna	Williams-Zophin
26.	Christian Napiza	122,722		73.8	Ben Halali	Jatoft-Foti
27.	Fritznel Octave	120,470		86.1	Fritznel Octave	Williams-Zophin
28.	Samson Adelufosi	117,621		78.1		Giglione-Ackerman
29.	Bernard Oliphant	116,832		91.4	Troy Plummer	Alt-Orl-Hay
30.	Casey Sperzel	114,574		79.2	James Allen	Travis Moody
31.	Steven Stensrud	114,499		79.1	John McGrath	Altig-Orlovic
32.	James Keefer	114,129		81.1	Casey Kunash	Simon Arias
33.	Robert Ulreich	112,288		91.9		Jatoft-Foti
34.	Justin Germany	111,595		81.2	Justin Germany	Dan Rubio
35.	Joshua Lenix	110,526		93.6	Mathew Hart	Surace-Smith
36.	Ross Ewen	108,500		79.9		Scott Rehberg
37.	Richard Luzaich	107,517		82.9		Alt-Orl-Deley
38.	Amir Sedaghat	106,899		84.9	Bobby Gujral	Altig-Orlovic
39.	Cherri Xie	106,799		86.7	Ryan Stenglein	Altig-Orlovic
40.	Samantha Chui	105,730		88.1	Samantha Chui	Matthew Hogan
41.	Joey Kennedy	103,755		69.0	Ryan Stenglein	Altig-Orlovic
42.	Amanda Beyersdorff	103,634		74.4	Mathew Hart	Surace-Smith
43.	Tibor Simon	103,467		85.8	James Raymond	Altig-Orlovic
44.	Omarh Torio	101,978		70.4	Ben Halali	Jatoft-Foti
45.	Chad Davis	101,822	84		Haoyu Xu	Imran Satti
46.	Ryan Fickert	101,733		76.0	Patrick Bendure	Surace-Smith
47.	Adam Kahn	101,592		75.7	Ben Halali	Jatoft-Foti
48.	Daniel Posner	100,146		80.3	Ben Halali	Jatoft-Foti
49.	Luciana Mosca	99,924		86.6	Carlo Bonifazi	Bob Olson
50.	Mark Akler	99,924		85.6	Byron Paz	Josh Chalom

ALL TIME RECORD: OFA TUPOUNIUA \$392,550 Net ALP

Supervising Agents



1. Marion Magat
Roseville, CA



2. Sean Wampler
Cleveland, OH



3. Eric Ebbitt
Pittsburgh, PA



4. Pamela Altman
Cleveland, OH



5. Jacob Brockmann
Provo, UT

September Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Marion Magat	\$36,166	\$36,166	88	Ernesto Magat	Jatoff-Foti
2.	Sean Wampler	34,747	39,850	96	Darron Hacker	Surace-Smith
3.	Eric Ebbitt	31,265	42,707	89	Matthew Diulus	Simon Arias
4.	Pamela Altman	27,143	36,024	92	Elias Hazen	Surace-Smith
5.	Jacob Brockmann	26,253	29,259	91	Mark Neilson	Altig-Orlovic
6.	Nicholas Moore	26,084	38,164	90	Michael Romeo	Oldham-Bianchi
7.	Uateson Filimoehala	25,293	27,959	98	Simon Rolland	Steve Friedlander
8.	Terrence Asuncion	24,890	37,883	96	Ernesto Magat	Jatoff-Foti
9.	Jared Durham	24,824	28,597	93	Randy Teyssier	Simon Arias
10.	Christopher Newman	22,895	20,847	74.5	Mathew Hart	Surace-Smith

ALL TIME RECORD: KRISTY NGUYEN \$121,960 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$186,373 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Henry Briggs	\$161,126	\$182,571	73.8	Taina Lameko	Steve Friedlander
2.	Steven Rotherforth	158,631	261,366	80.7	Stephen Jubrey	Oldham-Bianchi
3.	Matthew Cosic	157,302	273,603	78.7	Nicholas Zangardi	Surace-Smith
4.	Christopher Newman	102,143	200,198	74.5	Mathew Hart	Surace-Smith
5.	Ran Yi	94,185	109,136	85	Haoyu Xu	Imran Satti
6.	Nicholas Moore	89,879	151,679	90	Michael Romeo	Oldham-Bianchi
7.	Jeanette Lancaster	89,582	108,434	75.9	Jose Harb	Jatoff-Foti
8.	Eric Ebbitt	84,661	111,141	89	Matthew Diulus	Simon Arias
9.	Violetta Goldman	82,583	157,248	70.0	Michael Romeo	Oldham-Bianchi
10.	Francisco Zarathustra	81,490	126,238	80	Yvonne Zarathustra	Jatoff-Foti

ALL TIME RECORD: KRAIG JILGE \$501,643 1st Six Mo Agt
ALL TIME RECORD: KRAIG JILGE \$959,675 Net ALP

General Agents



1. Karen Gagarin
San Jose, CA



2. Ariana Jones
Flushing, NY



3. Kyle Wrobel
Cleveland, OH



4. Seiloni Filimoehala
Auckland, NZ



5. James Keefer
Pittsburgh, PA



6. Kraig Jilge
Fresno, CA



7. Travis Picklesimer
Columbus, OH



8. Rachel Bryson
Pittsburgh, PA



9. Kevin Holtz
Cleveland, OH



10. Matthew Conrad
Cleveland, OH

September Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Karen Gagarin	\$140,932	\$188,149	75.4	Ernesto Magat	Jatoff-Foti
2.	Ariana Jones	82,495	116,504	81.1	Jason Bratin	Theodore Pappas
3.	Kyle Wrobel	77,369	75,871	75.0	Mathew Hart	Surace-Smith
4.	Seiloni Filimoehala	77,286	77,374	95	Simon Rolland	Steve Friedlander
5.	James Keefer	67,996	106,976	75.5	Casey Kunash	Simon Arias
6.	Kraig Jilge	65,593	169,649	71.7	Ben Halali	Jatoff-Foti
7.	Travis Picklesimer	54,276	64,112	76.0	Darron Hacker	Surace-Smith
8.	Rachel Bryson	47,428	60,519	79.0	Thomas Vena	Simon Arias
9.	Kevin Holtz	40,187	81,468	80.7	Nicholas Zangardi	Surace-Smith
10.	Matthew Conrad	36,376	78,804	92	Matthew Parks	Surace-Smith
11.	Thomas Felicciardi	35,934	38,107	89	Mark Glazer	Theodore Pappas
12.	Andrew Dailey	34,826	49,445	89	Brett Gryska	Oldham-Bianchi
13.	Matthew Ficarra	34,797	53,877	81.7	Michael Romeo	Oldham-Bianchi
14.	Peter Chung	33,878	46,746	68.4	Ben Halali	Jatoff-Foti
15.	Cecilia San Diego-Tomas	33,585	37,225	75.6	Gil Legarte	Jatoff-Foti
16.	Timothy Watson	30,610	35,388	69.3	Ryan Vopat	Surace-Smith
17.	Karolina Debek	30,434	39,963	71.3		Sabrina Lloyd
18.	Zachary Santino	29,867	33,082	94	Brett Gryska	Oldham-Bianchi
19.	Marcus Howard	29,617	30,389	73.2	Patrick Bendure	Surace-Smith
20.	Dan Nebraski	29,497	35,714	94	Aaron Parks	Simon Arias

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Cecilia San Diego-Tomas	\$629,296	\$699,770	75.6	Gil Legarte	Jatoff-Foti
*2.	Karen Gagarin	502,229	1,018,844	75.4	Ernesto Magat	Jatoff-Foti
*3.	Kraig Jilge	463,203	1,120,351	71.7	Ben Halali	Jatoff-Foti
*4.	Sione Aholoka	407,595	471,800	72.4	Serah James	Steve Friedlander
*5.	Seiloni Filimoehala	379,398	422,387	95	Simon Rolland	Steve Friedlander
6.	Ariana Jones	366,891	506,570	81.1	Jason Bratin	Theodore Pappas
7.	James Aalders	318,046	378,451	70.4	Haoyu Xu	Imran Satti
8.	Kevin Holtz	316,237	526,857	80.7	Nicholas Zangardi	Surace-Smith
9.	Amosa Faamanu	315,688	391,066	68.6	Serah James	Steve Friedlander
10.	Kyle Wrobel	292,986	625,651	75.0	Mathew Hart	Surace-Smith
11.	John Setu	288,551	353,840	69.7	Simon Rolland	Steve Friedlander
12.	James Keefer	266,193	401,323	75.5	Casey Kunash	Simon Arias
13.	Rachel Bryson	261,352	323,751	79.0	Thomas Vena	Simon Arias
14.	Dustin Dunlap	256,320	498,298	77.8	Patrick Bendure	Surace-Smith
15.	Bryon Welch	238,460	318,311	84.5	Sara Welch	Steve Friedlander
16.	Andrew Dailey	232,059	302,099	90	Brett Gryska	Oldham-Bianchi
17.	Travis Picklesimer	219,648	319,786	76.0	Darron Hacker	Surace-Smith
18.	David Livingston	218,818	375,904	76.0	Daniel Hartwig	Surace-Smith
19.	Nasr Quadri	217,312	334,538	80.0	Syed Quadri	Theodore Pappas
20.	Dmitriy Kagan	216,452	245,094	71.1	Kellen Cuttance	Slav Bitman

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. **Ernesto Magat**
Roseville, CA



2. **Simon Rolland**
Auckland, NZ



3. **Mathew Hart**
Cleveland, OH



4. **Matthew Parks**
Cleveland, OH



5. **Ben Halali**
San Jose, CA



6. **Jason Bratin**
Flushing, NY



7. **Casey Kunash**
Pittsburgh, PA



8. **Patrick Bendure**
Columbus, OH



9. **Elias Hazen**
Columbus, OH



10. **Thomas Vena**
Pittsburgh, PA

September Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Ernesto Magat	\$142,157	\$200,937		76.3	Jatoft-Foti
2.	Simon Rolland	116,215	125,003		68.4	Steve Friedlander
3.	Mathew Hart	111,040	146,172	87		Surace-Smith
4.	Matthew Parks	109,688	182,024		74.6	Surace-Smith
5.	Ben Halali	99,045	290,102		72.4	Jatoft-Foti
6.	Jason Bratin	90,866	160,065		78.9	Theodore Pappas
7.	Casey Kunash	90,168	134,288		75.2	Simon Arias
8.	Patrick Bendure	83,229	209,085		76.1	Surace-Smith
9.	Elias Hazen	82,004	101,137		77.5	Surace-Smith
10.	Thomas Vena	78,410	120,468		79.3	Simon Arias
11.	Matthew Diulus	62,330	93,523		74.0	Simon Arias
12.	Michael Romeo	61,355	111,670		78.2	Oldham-Bianchi
13.	Darron Hacker	60,875	79,874		74.5	Surace-Smith
14.	Stephen Jubrey	59,884	122,733		74.9	Oldham-Bianchi
15.	Sebastian Kazek	55,769	65,652		74.2	Matt Henderson
16.	Daniel Hartwig	55,667	90,979		76.7	Surace-Smith
17.	Craig Strompf	55,004	63,682		73.4	Furer-Whittinghill
18.	Brett Gryska	53,023	111,992		74.3	Oldham-Bianchi
19.	Aaron Parks	52,859	67,623		72.0	Simon Arias
20.	Justin Adams	51,218	112,480		70.1	Simon Arias

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt
ALL TIME RECORD: BEN HALALI \$414,351 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Simon Rolland	\$813,108	\$1,062,661		68.4	Steve Friedlander
*2.	Matthew Parks	786,059	1,245,377		74.6	Surace-Smith
*3.	Jason Bratin	717,123	1,075,367		78.9	Theodore Pappas
*4.	Brett Gryska	672,826	1,207,015		74.3	Oldham-Bianchi
*5.	Patrick Bendure	666,085	1,676,584		76.1	Surace-Smith
6.	Ben Halali	610,568	2,638,700		72.4	Jatoft-Foti
7.	Gil Legarte	606,689	773,975		68.3	Jatoft-Foti
8.	Matthew Diulus	602,036	770,610		74.0	Simon Arias
9.	Justin Adams	544,813	846,658		70.1	Simon Arias
10.	Ernesto Magat	505,319	1,270,031		76.3	Jatoft-Foti
11.	Stephen Hill	491,218	1,238,118		72.2	Steve Friedlander
12.	Stephen Jubrey	489,808	1,015,171		74.9	Oldham-Bianchi
13.	Darron Hacker	477,898	735,543		74.5	Surace-Smith
14.	Haoyu Xu	459,407	521,405		72.0	Imran Satti
15.	Daniel Hartwig	448,371	720,063		76.7	Surace-Smith
16.	Michael Romeo	434,962	754,459		78.2	Oldham-Bianchi
17.	Mathew Hart	423,782	787,227	87		Surace-Smith
18.	Samuel Cohen	416,803	947,108		73.2	Fred Hadayia
19.	Hal Herman	407,369	887,859		74.8	Oldham-Bianchi
20.	Michael Vasu	407,278	1,117,811		78.5	Surace-Smith

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt
ALL TIME RECORD: BEN HALALI \$3,364,819 Net ALP

Regional General Agents



1. **Michael Vasu**
Cleveland, OH



2. **Thomas Vena**
Pittsburgh, PA



3. **Ben Halali**
San Jose, CA



4. **Patrick Bendure**
Columbus, OH



5. **Justin Adams**
Pittsburgh, PA

September Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Michael Vasu	\$307,704	\$467,688		75.7	Surace-Smith
2.	Thomas Vena	296,642	470,178		77.5	Simon Arias
3.	Ben Halali	255,869	529,173		74.3	Jatoft-Foti
4.	Patrick Bendure	233,140	398,055		75.7	Surace-Smith
5.	Justin Adams	200,597	357,951		73.0	Simon Arias
6.	Brett Gryska	169,130	313,933		75.4	Oldham-Bianchi
7.	Jason Bratin	154,622	226,819		78.9	Theodore Pappas
8.	Simon Rolland	153,803	175,279		68.3	Steve Friedlander
9.	Bo Gentile	130,126	241,606	85		Williams-Zophin
10.	Stephen Jubrey	121,238	234,402		75.2	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$2,648,709	\$3,780,696		68.4	Steve Friedlander
*2.	Thomas Vena	1,701,975	2,581,555		77.5	Simon Arias
3.	Michael Vasu	1,551,184	3,044,935		75.7	Surace-Smith
4.	Ben Halali	1,475,843	4,607,513		74.3	Jatoft-Foti
5.	Brett Gryska	1,405,293	2,605,688		75.4	Oldham-Bianchi
6.	Justin Adams	1,279,393	1,987,499		73.0	Simon Arias
7.	Patrick Bendure	1,278,689	2,583,579		75.7	Surace-Smith
8.	Bo Gentile	1,101,285	1,885,450	85		Williams-Zophin
9.	Simon Rolland	1,076,837	1,425,349		68.3	Steve Friedlander
10.	Jason Bratin	1,035,414	1,502,785		78.9	Theodore Pappas

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$7,822,932 Net ALP

State General Agents

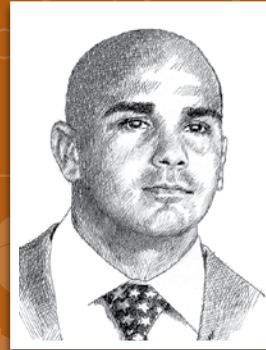
Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Jim Surace
CATEGORY I



Marcus Smith
CATEGORY I



Simon Arias
CATEGORY II



Theodore Pappas
CATEGORY III



Steven DiChiaro
CATEGORY IV



Cindy Furer
CATEGORY V



Bob Whittinghill
CATEGORY V



Joseph Diecedue
CATEGORY VI



Top Rookie

Mark Beckford
Net ALP \$58,180



Top Start-Up

Alex Roland
Net ALP \$73,433

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
September	I Surace-Smith		75.6	\$595,518	\$360,000	165	55	221
	Oldham-Bianchi		75.8	287,666	252,000	114	40	154
	II Simon Arias		76.1	519,615	182,000	286	197	482
	III Theodore Pappas		76.3	219,672	135,000	163	77	240
	Matt Henderson		70.5	142,307	135,000	105	27	133
	Steve Greer		75.6	121,938	135,000	90	32	123
IV Steven DiChiaro		71.5	152,863	109,000	140	69	210	
Slav Bitman		74.2	103,475	109,000	95	21	116	
V Furer-Whittinghill		72.4	86,152	96,000	90	24	114	
VI Joseph Diecedue		72.9	91,153	78,000	117	41	158	
Scott Sonnenberg		68.7	80,787	78,000	104	17	121	

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
YTD	I Surace-Smith		75.6	\$3,763,281	\$3,240,000	116	29.9	146
	II Simon Arias		76.1	3,086,696	1,638,000	188	100.0	288
	III Theodore Pappas		76.3	1,714,987	1,215,000	141	97.8	239
	IV Steven DiChiaro		71.5	1,400,949	981,000	143	64.1	207
Imran Satti		71.3	1,235,850	981,000	126	14.2	140	

Category	Name	Net to Gross	Retention	Net ALP
September	Rookie Mark Beckford	88		\$58,180
	Jeremy Welch		78.3	56,490
	Michael LiBassi		73.1	37,675
	Sinner-Sinner		74.8	37,110
	Cisco Perez		72.9	26,387
Start-Up Alex Roland	86		\$73,433	
Dorian Oldham		74.1	50,174	
Jeremy Harbin		71.7	32,430	

Category	Name	Net to Gross	Retention	Net ALP
YTD	Rookie Jeremy Welch	88	78.3	\$537,819
	Michael LiBassi		73.1	374,995
	Mark Beckford		88	361,309
	Cisco Perez		72.9	319,985
	Sinner-Sinner		74.8	245,869
Start-Up Dorian Oldham	86	74.1	\$396,397	
Alex Roland		86	395,271	
Jeremy Harbin		71.7	227,480	

Public Relations



1. Chuck Hill
CATEGORY I
Lodi, CA



2. Malka Arony
CATEGORY I
Phoenix, AZ



1. Robin Andrade
CATEGORY II
Malden, MA



2. Bridget Hamilton
CATEGORY II
Woodbridge, VA



1. Tamara Williams
CATEGORY III
Indianapolis, IN



2. Mario Soljan
CATEGORY III
Auckland, NZ



1. Darrell Dorey
CATEGORY IV
Mahone Bay, NS



2. Kate Langthorn
CATEGORY IV
Ewa Beach, HI



Rookie
Tamara Williams
Indianapolis, IN



IceBreaker
Jodi Oleson
Oshkosh, WI



Top Manager
Daryl Barnett
Hawaii

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2010 Hire Date

ICEBREAKER: Reps with 2011 Hire Date

Perspective



Scott Smith
Executive Vice President
& Chief Marketing Officer

Relentless by Definition

re•lent•less [*re'lentləs*] *adjective* — ceaseless and intense; never slacking; in pursuit or attack mode; persistent and without mercy.

We will be relentless in pursuit of achieving our goals. I will be and you will be relentless. *Relentless* is a strong word spoken with conviction. Relentless is what we will all choose to be as we finish out the Fourth Quarter of 2011.

Relentless is not about achievement, it is about effort, and without maximum effort, achievement is seldom realized. Starting today, give your family, your Company and the world the best you have! Give it to yourself, too.

Life is an amazing journey and as you embark on your journey — make a choice. *Choose to be relentless in pursuit of your dreams.* It won't be easy, but that doesn't mean you don't *lay it all out.* You will encounter hopes, dreams and challenges. You will also encounter obstacles and setbacks. Do not be caged by your fears, either real or perceived.

It's football season. Football is a sport of absolute, relentless mindset. It is not for the timid and not for the shy to play. Football is played by the aggressive. Watch any NFL play. The focus is so fierce on the part of those on the field that anyone compromising focus is apt to be injured, not to mention beaten. Albeit short of physical injury, the attitude you choose in your profession still requires a *relentless mindset.* Losing absolute focus or playing without some reckless abandon may cost you your dreams.

Give your fourth quarter the best you have to offer. Put yourself out there to be seen and to be heard and to live life BIG. Don't be a spectator to others' achievements. While being a spectator may be the safer path, nothing compares to being in the middle of the game and being relied on by your team to make a difference. I'm relying on you to make a difference today; *to be relentless TODAY!*

There are certain qualities that will allow you to be relentless. For starters, stop sweating the small stuff. Instead, laugh a little more often, forgive more frequently, be more spontaneous, and cry when your emotions are driven to tears. See, those traits allow you to move on from the current issue at hand. They allow you to make light of the current obstacle. They allow you to *move on to today's mission.*

Here is today's mission: be better than yesterday. Make today profitable. At AIL-NILICO, today's mission can be achieved in many different ways. From new recruit to code to a bonus earner to becoming a mentor to issuing a new contract to making multiple sales... *what did you do relentlessly today* to make today worth the effort?

The people who will make the most difference in your life are not the best known, the athlete or the wealthiest; the people who will make the most difference are those who care. In turn, you must also care... care enough to *relentlessly put your heart on the floor for the fourth quarter!*

At a minimum, you owe it to what your vision of financial prosperity can be. You owe it to the chase of *Opportunity Unlimited.* You owe it to those who gave you the opportunity. You owe it to the vision of yourself becoming the caretaker of opportunity.

But most of all you owe it to yourself.

Relentlessly.

Category	Rank	Name	Production in Cards	Territory
September Production	I	1. Chuck Hill	6,239	N California/Debbie Enstedt
		2. Malka Arony	3,411	Arizona/Rachelle Valdez
		3. Gabriela Berloni	2,553	Toronto/Tim Farr
		4. Mark Gagliardi	2,213	N California/Debbie Enstedt
		5. Larry Lozano	1,623	N California/Debbie Enstedt
II	1.	Robin Andrade	2,587	Mass/Laurie Onasch
		Bridget Hamilton	1,476	MD/DC/Laurie Onasch
		Holland Harriss	1,400	Southern Florida/Patti Morgan
		Melissa Zeller	1,124	Central Florida/Patti Morgan
		J T Tasker	1,119	New York State/Tim Farr
III	1.	Tamara Williams	2,782	Indiana/Susan Fuldauer
		Mario Soljan	2,350	Steve Friedlander
		Nicole Schneider	2,240	Minnesota/Laurie Onasch
		Cheryl Cook	1,619	Pennsylvania/Tim Farr
		Patrena Smith	1,603	Connecticut/Laurie Onasch
IV	1.	Darrell Dorey	2,850	Maritimes/Shashi Parekh
		Kate Langthorn	2,673	Hawaii/Rachelle Valdez
		Sandra Gardea	2,000	New Mexico/Rachelle Valdez
		Christina Stableford	1,273	N Carolina/Patti Morgan
		Tyler Hoffman	1,209	S Dakota/Rachelle Valdez
Rookie	1.	Tamara Williams	2,782	Indiana/Susan Fuldauer
IceBreaker	1.	Jodi Oleson	1,020	Wisconsin/Laurie Onasch
Manager	1.	Daryl Barnett	+1907	Rachelle Valdez
		JT Tasker	+1545	Tim Farr
		Judy Spade	+1307	Tim Farr

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

Category	Rank	Name	Production in Cards	Territory	
YTD Production	I	*1. Chuck Hill	24,744	N California/Debbie Enstedt	
		*2. Malka Arony	22,409	Arizona/Rachelle Valdez	
		3. Mark Gagliardi	17,224	N California/Debbie Enstedt	
		4. Rona Pileggi Spano	14,739	Chicago/Laurie Onasch	
		5. Brenda DiSomma	11,556	New Jersey/Susan Fuldauer	
	II	*1.	Robin Andrade	16,066	Mass/Laurie Onasch
			J T Tasker	10,585	New York State/Tim Farr
		3.	Erica Dalager	8,976	Minnesota/Laurie Onasch
		4.	Jessica Ingerick	6,688	MD/DC/Laurie Onasch
		5.	George Farenthold	6,169	New York State/Tim Farr
	III	*1.	Mario Soljan	17,047	Steve Friedlander
			David Blaisdell	13,205	Tennessee/Patti Morgan
		3.	Cheryl Cook	11,561	Pennsylvania/Tim Farr
		4.	Tamara Williams	11,316	Indiana/Susan Fuldauer
		5.	Bonnie Ellingson	8,635	Minnesota/Laurie Onasch
IV	*1.	Kate Langthorn	13,658	Hawaii/Rachelle Valdez	
		Darrell Dorey	10,204	Maritimes/Shashi Parekh	
	3.	Sandra Knapp	9,570	Wisconsin/Laurie Onasch	
	4.	Laurie Gruber	7,474	Wisconsin/Laurie Onasch	
	5.	Lori Vaughn	7,445	Oregon/Laurie Onasch	

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

*It's all part of my
Rock 'n Roll
fantasy!*



Hard Rock
HOTEL & CASINO



2012 Convention

Stay in the Hard Rock Hotel and Casino located in Punta Cana! For complete Convention Qualifications, go to: www.aillife.com/arc/spotlight.aspx

May 22 - 25

Leadership Bonus

Total: \$1,199,042

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ernesto Magat	\$44,347	Natalie Wagner	\$5,301	Dustin Dunlap	\$2,380	Ryan O'Malley	\$1,463
Ben Halali	43,861	Mitch Duplantis	5,176	Lamine Diakhate	2,340	James Aalders	1,456
Matthew Parks	34,954	Taina Lameko	4,978	Scott Davis	2,321	Pamela Altman	1,454
Jason Bratin	28,189	Steven King	4,858	Norman Candelore	2,311	Matthew Cosic	1,449
Casey Kunash	27,420	Fritznel Octave	4,715	Caleb Douce	2,274	Zachary Hart	1,437
Mathew Hart	27,623	Kraig Jilge	4,712	Michael Clemente	2,273	Kyle Klipp	1,420
Patrick Bendure	27,070	Carlo Bonifazi	4,685	Danielle Jankowski	2,269	I-Perfection Harris	1,417
Simon Rolland	24,128	Kellen Cuttance	4,602	Steven Rotherforth	2,266	James Hendon	1,403
Brett Gryska	23,626	Darcy Schrieber	4,596	Sean Wampler	2,215	Brandon MacDonald	1,399
Michael Romeo	23,513	Sara Welch	4,548	Brenton Betts	2,156	Erik Boyd	1,382
Thomas Vena	21,418	William Parmeter	4,441	Samantha Chui	2,129	Mark Danner	1,367
Stephen Jubrey	20,711	Moswen Taylor	4,422	Marino Baca	2,109	Rita Haidinger	1,359
Elias Hazen	19,070	James Allen	4,413	Roger Fung	2,099	Richard Lepis	1,288
Matthew Diulus	18,758	Cecilia San Diego-Tomas	4,195	John Ophals	2,081	Henry Ingraham	1,285
Bobby Gujral	17,725	Kyle Johnson	4,129	Matthew Willrodt	2,058	Mathew Mealey	1,285
Gil Legarte	15,433	Tracy Haden	4,029	Eric Ebbitt	1,996	Ashlynn Orng	1,279
Samuel Cohen	14,935	Alberto Alcalá	4,006	James Keefer	1,995	Jared Durham	1,252
Daniel Hartwig	14,713	Jeremie Dupuis	3,918	Joshua Fosnight	1,982	Lafi Papalii	1,223
Haoyu Xu	13,716	Rodney Ward	3,827	David Livingston	1,981	Timothy Watson	1,216
Justin Adams	14,317	Richard Henry	3,787	Kenneth Greer	1,961	Scott Hanna	1,211
Brian Welsh	13,277	Atta Saleh	3,685	Dan Nebraski	1,949	James Scoggins	1,204
Darron Hacker	12,721	Evan Holzhauer	3,659	Daniel Bauer	1,910	David Wang	1,189
Serah James	12,094	Kiet Truong	3,501	Brenda Hadayia	1,806	Elisha Konieczka	1,173
Marisa Willgruber	11,161	Bob Wingate	3,467	Viet Chung	1,790	Raymond Risucci	1,169
Thomas Yarbrough	10,564	Steven Moore	3,373	Amanda Beyersdorff	1,781	Justin Sally	1,166
Craig Strompf	10,349	Mark Wyner	3,343	Daniel Toshner	1,748	Susan Bergh	1,131
Aaron Parks	9,836	Derron Alexander	3,309	Terrence Asuncion	1,724	Kevin Holtz	1,124
Lorenzo Lameko	9,274	Kyle Wrobel	3,230	Sione Aholoka	1,715	Uatesoni Filimochala	1,119
Joshua Goodman	9,252	Jack Keiderling	3,128	Jason Adamo	1,714	Christopher Newman	1,114
Sebastian Kazek	9,113	Juan Cardona	3,093	Zachary Santino	1,707	Marko Jankovic	1,113
Levar Morgan	9,113	Leslie Ellis	3,075	Chance Clauss	1,683	Ofa Siasau	1,112
Hal Herman	8,361	Ryan Stenglein	3,062	Andrew Dailey	1,639	Clarence Boykins	1,110
Mack Doby	8,352	Brian Schreiter	3,055	Jean-Francois Diotte	1,638	Cameron Cimino	1,102
Ryan Hall	8,121	Jessica Wilhite	3,005	Karolina Debek	1,636	Michael Lindsey	1,102
Robert Kanaan	8,051	Sharif Grays	2,959	Diego Madrid	1,634	Konnor Wylly	1,092
Ryan Vopat	7,706	Scott Kim	2,798	Violetta Goldman	1,631	Erik Graham	1,088
Ala Awad	7,249	Nasr Quadri	2,702	Steven Jargo	1,627	Jonathan Emura	1,079
Syed Quadri	7,006	Peter Chung	2,700	Loretta Ekeroma	1,601	Andrea Nichols	1,074
Nicholas Zangardi	6,847	Steven Cox	2,665	Matthew Ficarra	1,592	Michael Laramie	1,072
Mark Corkrean	6,817	Christopher Chovanec	2,646	Salvatore Dalessandro	1,586	Richard Dyer	1,067
Randy Teyssier	6,782	Michael Williams	2,641	Glyn Hurst	1,581	Ofa Tupouniua	1,062
Richard Correa	6,717	Alex Hernandez	2,634	Mark Kukielski	1,575	Christine Moulton	1,058
Evan Wicklund	6,512	Cara DeFiore	2,624	Barbara Corigliano	1,569	Seiloni Filimochala	1,045
Doreen Ryan-Foti	6,370	Melne Lewis	2,615	Marcus Howard	1,556	Gregory VanSuch	1,041
Dorian Brown	6,355	Marion Magat	2,610	Thomas Feliciardi	1,554	John Setu	1,021
Alexandra Graham	6,228	Ariana Jones	2,581	Alexander Dorey	1,553	Denise Kendall	1,010
Angel Sanchez	6,201	Byron Paz	2,567	Bobby Szwaja	1,539	Kevin Appasamy	1,007
Karen Gagarin	5,892	Rachel Bryson	2,492	Luan Hajnaj	1,534	Andre McCallum	1,005
Matthew Turnquist	5,834	Matthew Conrad	2,442	Joshua Fritz	1,526	Sarai Castanon	1,001
Norman Sellen	5,564	William Smith	2,434	Javier Sandoval	1,514	Richard Barbour	993
Stephen Hill	5,516	Lucky Faaitiiti	2,403	Elaine Kulawiak	1,502	Johna Ryan	964
Mark Glazer	5,364	Matt Pflueger	2,387	Nicholas Moore	1,490	Maria Greene	964
						Sokol Fazliu	953
						Andrew Aaron	952
						Zbigniew Stankiewicz	933
						Kathryn Chaisson	\$933
						Jason Mayer	904
						Darren Miller	899
						Bryon Welch	894
						Cherie Adams	874
						Jovani Chappel	865
						Sosefo Petelo	863
						Richard Lyddon	862
						Scott Patterson	861
						Brandon Cooley	849
						Charles Mickens	831
						Nicholas Patterson	828
						Kalle Convery	821
						Nicholas Collins	821
						Robert Wilhelm	818
						Katie Strong	813
						Nicholas Engrav	813
						Kelepi Salusalu	810
						Carleus Johnson	805
						Matthew Hodge	801
						Markena Ward	789
						Chris Lussier	785
						John McGrath	783
						Alomkone Soundara	778
						Ruben Santillana	757
						Michael Polakowski	755
						David Ramirez	753
						Edward Atkinson	753
						London Burnett	747
						Benjamin Ainscough	747
						Joshua Jackson	742
						Tian Luo	740
						Jesse Remby	735
						Richard Sprigg	729
						Cameron Severns	728
						Daniel Armstrong	713
						Harold Robertson	712
						Puna Pua	711
						Sharon Brenner	710
						Kirk Waters	706
						Anthony Anderson	705
						Paavo Cymanow	704
						Natalie Linker	703
						Bo Gentile	700
						Jordan Freeman	698
						Kenneth Ludwig	696
						Philip Roffi	693
						Andrew Bishop	686
						Tiffany Madsen	681
						Muhammad Satti	670
						Dmitriy Kagan	660
						Seth Holmberg	646
						Ryan Tucker	642
						Ronald Rennich	636
						John Holstein	618

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Vatapuia Vavau	\$617	Ramal Taylor	\$453	Michael Logue	\$298		
Hunter Houvener	613	Victoria Watkins	449	Clayton Herron	289		
John Sikora	606	Karen McQuoid	445	Aaron Garcia	283		
Christopher Favor	604	Amr Shater	442	Bradley Kampmeier	277		
DeAnthony Hartman	601	Sandy Riley	436	Dion Jones	276		
David Nham	598	Ryan Bisanz	436	George Baumberger	276		
Justin Vogler	594	Akenese Ati	435	Mavrick Fredericks	274		
Brent Wilhelmi	593	Jami McKenna	434	Jose Rubio	274		
Bruce Viaje	590	Nikki Crosby	432	Todd Bornstein	271		
Allen Nelson	581	Patricia Weaver	429	Vijay Khobchandani	270		
Burnette Hughes	576	Robert Cline	425	Lleison Martinez	270		
Amosa Faamanu	575	Lucan Schmidt	425	Daniel Pally	267		
Jacob Brockmann	574	Corey Carbon	424	Alfred Taren	267		
Valerie Cormier	573	Arnold Pacleb	421	Antonio Evans	265		
Andrew Sunkin	573	Ronald Trombetta	421	Graeme Orr	263		
Shahab Mahdavinejad	569	James Smith	416	Jessica Baker	260		
Ashley Harrington	561	Henry Briggs	411	Richard Nicholson	257		
Prentiss Parker	560	Siupeli Tuitupou	411	Josh Bloomquist	255		
Alexander Gonzalez	560	Souleymane Bah	410	Viliamu Pula	254		
Luay Ghawi	559	Josh Wheeler	409	Christopher Simpson	253		
Jessica Santamarina	556	Brian Hutchings	399	Keith Spivey	252		
William Russell	554	Emmanuel Villasenor	398	Christopher Grunditz	252		
Daniel Mastropolo	550	Maureen Brunet-Forchilli	392	Daniel Rapp	251		
Angel Arista	547	Katie Shugert	385	Travis Picklesimer	251		
Kevin Galloway	542	Christina Black	384	Christopher Clark	251		
Kelly Finnen	540	Ian McCullough	382	Emilexis Medina	250		
James Riordan	538	Scott Davison	381	Adeyemi Akinade	247		
Breanna Newkirk	529	Janice Moseychuck	379	John Franklin	245		
Timothy Kramarenko	528	Michael Cadres	378	Nancy Ford	242		
Luis Alvarez	527	Holly Cook	377	Timothy Clark	239		
Luciana Mosca	527	Alvin Hagens	375	Charles McMain	238		
Christine Curran	524	Emil Mohareb	368	Shane Burns	237		
Philip Abramovitz	523	Astrid Cartagena	367	Michael Phillips	236		
Lawrence Smith	522	Jodi Bohdal	362	Ellen Weinstein	234		
Aaron McLean	517	Christopher Weglarz	357	Paul Samra	231		
Jeffrey Maher	514	Scott Smith	355	Marie Karaky	230		
Amarildo Hajro	510	Thomas Meyer	350	Samantha Sliger	226		
Randall Cook	502	Kevin Ristau	348	Kurtis Hopkins	223		
Volodymyr Derevyanyy	489	Jonathan Santiago	347	Brian Culp	217		
Anaise Moonia	484	Norman Roy	343	Raymond Bentley	216		
Kyle Taylor	483	Corwyn Boykins	340	Jonathan Owen	215		
Debra Hunter	482	Rencel Jones	336	Alex Dmyterko	207		
Antonio Monica	482	Fehia Petelo	336	Jack Anderson	205		
Wayne Blumling	479	Iran Zaranda	335	Senelinah Talamaivao	205		
Barry Dillah	476	Chris Clark	331	Kristian Brennan	204		
Rita Charles	474	Rovie Vanthta	327	Heather Beals	203		
Skylar Brown	469	Denise Berrios	321	Danielle Cardello	203		
Daniel Walton	465	Cameron MacCall	321	Christopher Madsen	202		
Chad Hatfield	465	John Stankoski	320	Ryan McCarthy	201		
Alfredo Flores	464	Tanisha Mathis	318	Tamara Davis	200		
Andrew Helgeson	463	Ransley Vazquez	315	Samantha Romano	200		
Lynn Parker	462	Christopher Daniels	314				
Steven Haberman	461	Jennifer McBroom	312				
Nathaniel Faber	460	Allan Faalavaau	309				
Ran Yi	458	Matthew Davidson	304				
Andrew McQuade	453	Frederick Hyde	300				

World's Greatest Bonus

Total: \$1,419,603

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ryan Kendl	\$7,787	Amir Sedaghat	\$2,761	Victor Rodriguez	\$2,064	Thelma Lambert	\$1,782
Ben Halali	7,415	Linette Matti	2,749	Garret Kun	2,047	Sokol Fazliu	1,780
James Keefer	6,681	Connie Reichard	2,733	David Watkins	2,045	Horace Johnson	1,777
Katie Massart	5,784	Omar Hashimi	2,681	Timothy Nolan	2,037	Alvin Massenburg	1,773
Tone Munro	5,392	Bernardo Lopez	2,671	Eric Thompson	2,036	Ronald Kutruff	1,772
Brent Penno	5,089	Ryan Fickert	2,671	Mercedes Ayala	2,026	Stephen Jeung	1,765
Michal Majewski	4,915	Charles Ferrari	2,667	Alex Rozotto	2,021	Mathew Glimpse	1,762
Evan Wicklund	4,835	Robert Simmen	2,655	Carissa Huggins	2,018	Charles Belt	1,755
Erez Shabtay	4,641	Va Moua	2,628	Mark Neilson	2,000	Elyse Koven	1,746
Kristy Nguyen	4,330	Douglas Zigby	2,619	Lora Beronja	1,986	Charles Porter	1,738
Ronald Rivera	4,188	Viet Chung	2,548	Nicholas Moore	1,972	Evelyn Nkwenti	1,728
Christina Correa	4,118	Don Tong	2,541	Robert Ulreich	1,971	Joshua Lenix	1,722
Rebecca Najlis	4,047	Samantha Chui	2,490	Maria Diringer	1,971	Majjargal Sukhbaatar	1,720
Fritznel Octave	3,986	Jamar Burnette	2,458	Joshua Cook	1,964	James Boden	1,715
Natain Stam	3,609	Rashaan Elam	2,447	Timothy Powell	1,963	Dennis Titcombe	1,715
Ronnie Ramirez	3,583	Ali Rothbaum	2,413	Natasha Levandowski	1,957	Bradley Kampmeier	1,714
Scott Davis	3,557	Peng Zhou	2,397	Luciana Mosca	1,944	Linda Turner-Hyland	1,710
Mauselie Dor	3,548	Tyler Dean	2,371	Andrea Barenholtz	1,943	Willie Hayden	1,707
Austin Soboleski	3,547	Scott Hanna	2,346	Stephanie Novel	1,943	Jeffrey Vicarel	1,703
Bernadette Casciato	3,531	Maurice Baritz	2,343	Deborah Parnell	1,933	Ryan Bisson	1,702
Andy Jaikaran	3,477	Robert Biser	2,339	Sally Wilson	1,929	Aaron Price	1,698
Melissa Wartman	3,461	Maria Ramirez	2,334	Jamie Diekman	1,929	Devin Dingey	1,694
Nohemy Peccorini	3,400	Brian Gilmore	2,331	Gabriel Feldmann	1,925	Amanda Scheidt	1,688
Max Quasem	3,370	Helen Taylor	2,317	David Garbarskiy	1,908	Ian Coates	1,679
Terrence Asuncion	3,343	Michael van Delft	2,299	Michael Logue	1,904	Lawrence Hauck	1,679
Ryan Doughty	3,329	Sarah Smith	2,292	Ashley Wenning	1,882	Peter Kaplanis	1,677
Denise Kendall	3,313	Tyler Stewart	2,287	Jodi Bohdal	1,871	Joey Kennedy	1,672
Lily Tchen	3,232	Matthew Conrad	2,285	Michael Perkins	1,865	Nicole Conrad	1,668
Nicholas Patterson	3,216	Bruce Tan	2,274	Melissa Losk	1,861	Floyd Musgrave	1,667
Jesusdieu Portilus	3,208	Noel Rose	2,264	Timothy Enzor	1,860	Tammy Jones	1,657
Jillian Girouard	3,149	Gina Flores	2,256	Jervis Archer	1,857	Pamela Altman	1,657
Jun Ma	3,093	Steve Marker	2,248	Cherri Xie	1,851	Hannah Welfling	1,648
Mark Bleier	3,073	Maria Rocha	2,243	Omarh Torio	1,848	Carissa Myers	1,647
Adam Kahn	3,059	Jessimi Lewis	2,231	Sandra Linse	1,844	Francois Telfort	1,646
Bernard Oliphant	3,014	Theresa Bellajaro	2,227	Manuel Bautista	1,844	Amber Burchett	1,644
Nicole Redding	3,001	Beverly Smith	2,203	Kenneth Majka	1,843	Kevin Haines	1,631
Christian Napiza	2,948	Beau Springer	2,187	Kelly Ryan	1,840	Arnold Iacoviello	1,630
Justin Schaub	2,909	Jenna Grula	2,186	Dawn Selden	1,836	Matthew Foster	1,629
Chad Panzer	2,907	Bryant Hendley	2,181	Debra Hunter	1,833	Keturah Malaykhan	1,608
Akbar Hosseini	2,888	Steve Svendson	2,153	Bianca Williams	1,830	Daniel Hanson	1,607
Ross Ewen	2,881	Andi Ramazani	2,150	Jacqueline Kosalek	1,823	Zach Otto	1,597
Matt Flores	2,879	Jesse Martin	2,149	Sally Buchheimer	1,822	Pon Mom	1,595
Kwaku Nti	2,869	Vada Lopez	2,144	Rob Speers	1,815	Besmir Hajnaj	1,593
Conrado Solanzo	2,844	Kelly McDonald	2,137	Ronald Skinner	1,811	Qiong Liang	1,592
Bridgette Scrivani	2,809	Andre McCallum	2,130	Drew Stimmel	1,807	Christopher Kennedy	1,592
Justin Germany	2,806	Amy Shui	2,128	Mario Andres Chavez	1,804	Sara Gioia	1,591
Jesse Spencer	2,796	Crystal Reeves	2,128	Yvonne Zarathustra	1,796	Jordan Freeman	1,589
Michael Polakowski	2,783	Anthony Rizzo	2,109	Mario Nunez	1,794	Zachary Suarez	1,582
Daniel Posner	2,781	Albie Udom	2,097	Lesina Ah Sue	1,793	Gregory Hayman	1,577
Richard Hairston	2,780	Ransley Vazquez	2,092	Barbara Stillwell	1,792	Danielle Cardello	1,577
Frank Cousins	2,770	Haley Drayer	2,078	Sherie Duvall	1,789	Violetta Goldman	1,576
Timothy Cruise	2,768	Eugene Kashkin	2,075	Erna Gasanin	1,787	Vakhtang Nazaryan	1,568
						Owen Largent	1,565
						Thomas VanOsdol	1,560
						Abdul Yusuff	1,548
						Rafael Spratling	\$1,542
						Roghie Hassan Loo	1,530
						Robert Reagan	1,530
						Brandi Hershey	1,528
						Richard Luzaich	1,525
						Daniel Potilechio	1,524
						Mary Ann Gaelic	1,519
						Steven Edgell	1,512
						Robertta Campos	1,511
						Ofa Tupouniua	1,509
						Daniel G Johnson	1,504
						Souleymane Bah	1,500
						Samson Adelufosi	1,499
						Robert Nolan	1,499
						Larry Long	1,495
						Mark Akler	1,490
						Daniel Bernard	1,490
						Matthew Atayi	1,486
						Hunter Houvener	1,484
						Johanna Bilbes	1,481
						Roger Weisman	1,481
						Rocco Zagari	1,479
						Sow Shap Cheung-You-Mow	1,478
						Jennifer Holliday	1,478
						Sanjay Ambashit	1,473
						Heather English	1,469
						Heather Leitch	1,463
						Leah Bonner	1,462
						Andrew Sunkin	1,462
						Raishaun Stover	1,458
						John Velardo	1,454
						Richard Henry	1,453
						Natalie Soboleva	1,452
						Gary Prokop	1,447
						Franklin Ollie	1,446
						Chen Mordechai	1,444
						Jacqueline McHugh	1,442
						Monica Wilkins	1,441
						Jacob Unger	1,438
						Momodou Jallow	1,438
						Nicholas Dinneen	1,435
						Stephen Moore	1,434
						Kevin Colyer	1,431
						William Parmeter	1,426
						Tapaeru Rima	1,422
						Krista Thieme	1,422
						Karen Cheng	1,420
						Antonio Monica	1,418
						Rachel Bryson	1,411
						Jeffrey Moore	1,408
						Charles Perkins	1,405
						Doris Aguilar	1,404
						Zachary Frentsos	1,402
						Syлина Kidd	1,401
						Emilexis Medina	1,401

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Enrico Paredes	\$1,390	DeAnthony Hartman	\$1,261	Christopher Simpson	\$1,138	Ileana Rosas	\$1,036	Samantha Romano	\$941
Craig Shaw	1,387	Nathan Thompson	1,259	Timothy Clark	1,138	Elaine Kulawiak	1,035	Jason Engler	936
Brad Russell	1,385	Trevor Mayer	1,255	Christopher Follestad	1,137	Louis Giogaia	1,034	Edward Davidson	935
Crystal Wilson	1,385	Christopher Phoenix	1,254	Raymon Reynolds	1,135	Ryan Saridakis	1,034	Jarvis Lawson	932
Eric Peyton	1,381	Sarit Cohen	1,248	Timothy Durr	1,128	Chad Short	1,028	Victor Rodos	930
Dwayne Stanelli	1,379	Zachary Richardson	1,246	Jong Song	1,128	Tarisa Tooke	1,028	William Blankenship	929
Maurice Hawkins	1,376	Eddie Dhillon	1,244	Carly Ferraro	1,126	Johleena Tolentino	1,028	Madai Price	928
Douglas Sharpey	1,372	Craig Strompf	1,243	Scott Florin	1,126	Lawrence Broussard	1,025	Jennifer Mitchell	926
Thomas Craig	1,372	Roland Vegiard	1,237	Arash Nazhand	1,122	David Ramirez	1,024	Ronald Herendeen	923
Maria Hale	1,364	Raphael Musto	1,229	Phillip Williams	1,121	April Bauer	1,019	Christopher Bruton	920
Gyad Ferguson	1,364	Tito Mejarito	1,220	Brian Welsh	1,120	Joseph Cassillo	1,017	Savanah Ekman	919
Lauren Caswell	1,364	Skye Casey	1,219	Kenneth Ludwig	1,119	Eric Ebbitt	1,017	Okusitino Finau	918
Gary Jones	1,362	Karen Sessing	1,216	Amie McCracken	1,116	Cristi Huffman	1,016	Frederick Hyde	915
Danielle Danese	1,357	Steven Schnitzer	1,214	Rasool Mutawakkil	1,114	Steven Allen	1,014	Thomas Weber	914
Karen Matteo	1,356	Beth Snow	1,214	Annabelle Roberts	1,113	Sunia Pettitt	1,014	Janice Moseychuck	913
Olga Tsymbal	1,352	Shahab Mahdavejad	1,212	Alan Lyons	1,112	Dominique Harris	1,012	Jennifer Pietricola	912
Eric Hidy	1,351	Jason Wilkins	1,212	Alexander Gonzalez	1,112	Harriet Hunter	1,008	Chris Clark	909
Jennifer Gray	1,340	Andrew McQuade	1,210	Jamie Solis	1,107	Robert Shafer	1,007	Humberto Quintero	906
Erin Murray	1,340	Irma Simpson	1,209	Davida Smith	1,103	David Skudder	1,004	Kayla Chavez	906
Nicholas Walsh	1,336	Dustin Dunbar	1,208	Yohana Gutierrez-Hernandez	1,102	Teresa Ader	1,004	Michael DeLutri	905
Timothy Gossett	1,325	Matthew Girard	1,205	Anthony Batista	1,100	Richard Whyte	1,004	Angela Waller	905
Carl Smith	1,324	Christopher Favor	1,204	Staci Meckler	1,098	Terry Harper	1,001	Michael Brown	904
Joshua Fosnight	1,323	Travis Picklesimer	1,203	Mark Kukielski	1,096	Donald Kegler	1,001	Thomas Meyer	900
Paul Sprouse	1,323	Jacqueline Reim	1,202	George Lahamedjian	1,095	Gary Brown	1,000	Prentiss Parker	900
Andrew Cavicchi	1,322	Chena Blair	1,201	Grieg Chapien	1,093	Carla Miller	992	Gregory VanSuch	900
Maria Alcon	1,318	Dana Losser	1,200	Michael Sweet	1,092	Alex Grakhov	991	Ruben Soberanes	895
Daniel Alvarado	1,316	Vishwanath Sankaran	1,197	Odilia Goulart	1,090	Joseph Crain	988	Anjanette Stehlgens	894
Lamar Livingston	1,315	Betty Hewlett	1,193	Jesse Remby	1,089	Marcia Fraser-Douglas	988	Jonathan Owen	893
Michael Wolfe	1,315	Kevin Birek	1,192	Kelly Gannon	1,088	Mari Horn	986	Lisa Heyman	890
Michael Johansen	1,315	Joshua Crisp	1,191	Bradley Hall	1,086	Dwight Gradolph	985	Michael Brooks	889
Justin Gilmore	1,313	Kimberly Dambach	1,187	Gabriel Martinez	1,085	Jessica Rhoads	982	Contessa Connors	888
Scott Remmey	1,310	Andrew Wright	1,186	Daniel Toshner	1,084	Joel Burdier	980	Corey Lavigne	888
Daxa Patel	1,310	George Angulo	1,185	Carmela Pellen	1,080	Rodney Larson	974	Christopher Ward	886
Bradley Gray	1,308	Daniel Bauer	1,182	Zulfikar Bhukera	1,080	Tiffani Tavormina	973	Jose Lopes	886
Penny Reineck	1,306	Loren Martinez	1,180	Shawn Sheridan	1,072	George Pacunayan	973	Mickenzie Linse	884
David Fung	1,303	Ed Olfert	1,179	Yolanda Amest	1,071	Brock Lampe	971	Donny Shumkuenip	884
Mark DeWolfe	1,302	Ny Sorn	1,177	Sandy Riley	1,070	Richard Baker	968	Sebastian Becerra	883
Matthew Marchitto	1,301	Carrie Bowman	1,175	Youxiang Wang	1,067	Richard Rinehart	967	Alan Rosen	883
Tatjana Tikhonov	1,301	Richard Nypower	1,170	Kalle Convery	1,067	Jamie Ellia	965	Ricky Jenkins	880
Milena Arceo	1,298	Harold Durana	1,170	Craig Martin	1,061	Kory Kuipers	965	Zachary S Bradshaw	879
Jamie Conklin	1,291	Keith Spivey	1,169	Yocherng Liou	1,061	Anita Knight	964	Michael Sanders	877
Matthew Caternolo	1,291	Alfredo Hung-Lam	1,167	Mikhail Mishkov	1,058	Vernin Vigier-Reynoso	962	Frank Tedesco	876
Paul Mariotti	1,288	Nicole Johnson	1,167	Mercedes Lloyd	1,057	Danielle Greenleaf	959	Scot Gates	875
Patricia White	1,282	Crystal Lynch	1,162	Christina Black	1,056	Ming-Yum Lau	958	Joel Munroe	875
Kelly Britza	1,279	Wilhelmina Ford	1,162	Chad Potts	1,054	Daniel Phares	958	Danielle Yeager	874
Courtney Beck	1,278	Jesse Wise	1,158	Debbie Moke	1,050	Shelly Cullen	957	Trevor Harmon	874
Cecil Johnson	1,278	Matilda Kaca	1,157	Robert Wilhelm	1,048	Maria Diaz	954	Tibor Simon	873
Shafina Rahman	1,277	Leonard Suminski	1,155	Lester Patrolia	1,047	Zbigniew Stankiewicz	953	Jeremy Pendleton	873
Jason South	1,275	Anthony Mele	1,150	Craig Blankenship	1,047	Denise Berrios	952	Henry Hill	872
Kathy Atkiss	1,275	Michael Lindsey	1,149	Tiffany Baker	1,047	Andres Sylva	952	Geetangali Mahabir	872
Jane Jordan	1,275	Christina Aiello	1,149	Brian Hutchings	1,046	Lleison Martinez	951	Christopher Buonanni	871
Teri Dvordza	1,270	Anthony Vuolo	1,147	Oscar Addis	1,045	Margaret Armstrong	949	Tamara Davis	870
Derrick King	1,268	Alex Gonzales	1,145	Katie Strong	1,044	Ruben Santillana	947	Sione Feliuaki	870
David Jackson	1,265	Liliya Hrabar	1,145	Scott Curtis	1,044	William Russell	947	John Holstein	870
Kenneth Greer	1,264	Jay Meyer	1,144	Rudy Ayala	1,037	Niurka de Armas-Duran	946	Maurice Montgomery	869
Lisa Kahan	1,264	Lynice Harris	1,139	Daniel Ramon	1,036	Graeme Orr	943	Travores Wills	868

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Blaine Carbo	\$866	Michael Schumacher	\$781	Barbara Geier	\$719	Matthew Tobin	\$656	Sean Hilton	\$609
Brendan Lauer	865	Tanya Minott	780	Randolph Souliers	717	Markeia Brown	656	Austin Rattet	608
Leesa Holland	859	Frederick Barrois	778	Irma Hayes	717	Spencer Layton	655	Cory O'Cull	607
Avram Pinto	858	Phyo Phyo	777	Tania Rasmussen	716	Dawn LeBlanc	655	Glyn Hurst	605
Kimberly Sourvelis	858	Christopher M Williams	774	Daniel Shipley	714	Rolando Vega	655	Kody Kramme	603
Akinola Harold	857	David Hefflin	773	Toni Curlin	714	Jeffrey Cuesta	654	Raymond Bentley	601
Billy Northington	857	Sean Cahill	771	Ryan Hernandez	713	Francesca Spidalieri	654	Byron Clark	601
Jason Green	853	Nga Nguyen	770	Stephen Hoskins	712	Maren Conway	652	Monica McKeller	601
Nicholo Arceo	848	Richard Griffio	769	Sefesi Tupou	712	Jacob Brockmann	651	Alomkone Soundara	599
Erin Moore	848	Anna Senra	767	Mark Arrigo	711	Christopher Kerner	650	Justin Vogler	599
Amanda Ciccitto	845	Aiman Mousa	765	Lazarus McRae	709	Alice Chang	649	John Bruce	598
William Gordon	844	Sharif Grays	765	Giancarlo Altube	708	Sara Wonderling	649	Joseph Hedborn	598
Marc Salvaggi	842	Kelly Yingling	763	Michael Milanich	708	Marie Karaky	648	Daniel Dotson	597
Julia Sigal	840	Jose Carvajal	761	London Jones	707	Christina Harridge	647	Paw Sandberg	594
Nicole Graveline	839	Larry Giddens	759	Shane Burns	706	Tamatha Brown	646	Linda Byas	593
Rachel Klepal	838	Christopher Yockey	758	Earnest Loveless	706	Marie Metellus	646	Sharon Englert	592
Brandon Burke	837	Bryan Hayes	757	Donna Foster	705	Kim Clark	646	Orfeo Bertini	592
Andrew Pratt	836	Cheryl Rodriguez	756	Michael Paczkowski	704	Latasha Hemphill	646	Al-Karim Walji	589
Troy Plummer	836	Tasha Harris	751	Donald Wold	702	Kelepi Salusalu	644	Kimberly Riley	589
Phillip Kogel	832	Patrick Seawright	750	Mataele Siasau	701	Lake Wismer	643	Loida In	588
Julian Brown	828	Kevin Ristau	750	Robert Reed	701	Phillip Rigoli	641	Karina Valencia	587
Nancy Myers	827	Brian Wilson	750	Virginia Fallon	696	Bridgette Johnson	640	Edwin McCray	586
Maryna Danielian	826	Theresa Jordan	748	Michael McIntosh	694	Chelsie Taylor	639	Jessica Tasky	584
Terrence Williams	825	Lucas Diller	748	Bret Green	693	Mongo Edwards	638	Jeffery Churchfield	583
Ilisoni Seru	823	Michael Whitehouse	746	Matthew Lewis	693	Tyler Murray	637	Melissa Falk	583
Michael Cloherty	821	Lynn Lower	745	Theodore Greer	692	Ivana Ofakineiafu	636	Lauria Martin	581
Richard O'Brien	820	James Redahan	745	Ardley Pierre	692	Jaron Thomas	635	Kevin Fulgencio	580
Howard Dotson	819	Christina Koon	744	Sheri Mertzluft	691	Clinton Spaeth	634	Otis Foster	579
Alex Elledge	818	Andrew Bregman	744	Mavrick Fredericks	690	Dan Nebraska	634	Kevin Dougherty	579
Tasha Tucker	817	Carlo Buhay	744	Sandra Randle	690	Benjamin Kingsbury	633	Melissa Wlodarczyk	578
Diana Nevarez	816	Paul Jagmohan	744	Ofa Siasau	690	Derrick Huwer	630	Gregory Henderson	578
Joshua Kraut	814	Mardolin Tutai	743	Blake Williams	690	Andre Hawthorne	630	Aldina DaRosa	575
Zachary Spratt	811	Anna Lachman	743	Zachary Minute	688	Glenn Mitchell	629	Zachary Locuson	575
Ricardo Garavito	809	Lydia Lozano	741	Trevor Bailey	686	James R Allen	629	Sean Tilley	575
David Escobar	808	Phuong Chung	740	Keith Litterst	686	John Sikora	628	Kimberly Wizzard	573
Robert Larkrith	807	Chun-Lu Wang	740	Daniel Armstrong	686	Conrad Williams	628	Teo Underhill	572
Tameka Pollard	807	Scott Cooper	739	Christopher Osborn	685	Tara Weisz	626	Anthony Stephens	571
David Henderson	806	Einar Sigurdsson	739	Fehia Petelo	684	Samy Jacques	626	Darnai Thomas	571
Liza Godine	805	Courtney Jordan	738	William Jones	683	Daymon Green	624	Faiga Ene	570
Tania Faamausilipaese	803	Chakquiese Johnson	738	Aaron Haynes	679	Linda Jackson	624	Samantha Mergliano	569
Andrew Hermosillo	803	Mark Gorman	735	Samantha Wallace	678	Amr Shater	624	Casey Sperzel	568
Corey Neff	802	Jacqueline Patterson	735	Michael Cadres	678	Adelfa Parinas	624	Kareeme Rose	565
Andrea Dickerson	802	Charles Drinkard	735	Jacob Edison	675	Kulisitina Wulf	623	Tory Wintemute	565
Roxanna Bernal	800	Thomas Tulowiecki	734	Craig Steeves	674	Asovale Pita	622	Javier Arce	564
Kevin Arguello	800	Charles Blair	733	Yi Yean Ting	673	Janet Aguilar	622	Stephen Archer	563
Justin Vega	797	Roosevelt Jeanty	732	James Curtis	671	Mia Seagraves	620	Erin Davis	561
Kyle Reeves	796	Steven Sparkes	731	Matthew Tippett	671	Jerrold Milne	618	Bob Toala	561
Sarah Rivas	796	Joshua Champneys	730	Angeline Kasinski	670	Krassimir Petrov	617	Jennifer Wehrle	561
Nitesh Bhogaraju	795	Chad Davis	729	Larry Chick	669	Elizabeth Lo	616	Alan Silverman	560
Maureen Jeffery	794	David J Miller	726	John Duff	668	David Armantrout	616	Johna Ryan	557
Shaquona Pacheco	790	Brenda Kidd	726	Lynn Parker	665	Marilyn Paddock	615	Ethan Weidman	557
Emmanuel Villasenor	789	Manarii Gauthier	724	Dace Heislere	662	Dan Zeck	615	Asesela Ravudi	556
Kelly Ely	786	Andrew Jaycox	723	Dominique Smalls	661	Lesina Chanfouneville	612	Mona Haji-Rajabi	556
Amy Baird	784	Megan Collier	722	Candice Singer	661	Atta Saleh	611	Phillip Jenkins	555
Katelyn Snyder	784	Justin Oldham	722	Samuel Penaherrera	661	Daniel Noll	609	Leana Lotima	555
Joseph Geer	782	Tyler Endicott	721	Brenton Walton	658	Nehemiah Lucas	609	Dustin Klingebiel	553

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Franklin Quezada	\$553	Sharon Thomas	\$516	Daniel Bucci	\$483	Edward Rogowski	\$445	Talalelei Tanielu	405
Mele Tuitupou	552	Ricardo Bourbois	516	Heather Branham	483	Cameron Kline	445	Jalaine Binas	403
Michelle Bell	551	Jaimy Horner	514	Eric Tsen	482	Timothy Driscoll	445	Janelle Lacombe	\$402
Debra Ethridge	551	Raquel Baldwin	513	Nanette Clay	481	Charles Bican	444	Marvin Chalwe	402
Sione Ika	551	Thomas Soloweyko	513	Olivia Fatafehi	481	Ron Pavon	444	Joshua Phipps	401
Susanne Daly	550	Lafulemu Aniseko	513	Diedre Sandbrook	479	Simone Vanderpoel	444	Timothy Watson	400
Alexandria Sorrels	550	Robyn Stewart	513	Paul Milheron	479	Iliana Garcia	443	Alyssa Melendez	400
Mark Hart	549	Ricardo Quick	512	Braden Crawford	477	Juanita Fussell	443	Tapiwa Msisha	399
Victoria Nglam	549	Amber Blake	512	Christopher Pardon	476	Jefferlyn Paraiso	441	Robert Novas	399
Chris Harris	548	Djenabou Diallo	512	Stephen Kemper	473	Vimala Punsammy	441	Tabita Neukirch	397
Reynolds Akuamo	548	Angeles Ordas	511	Bruce Viaje	473	Kevin Talbot	440	Katika Mercer	397
Daniel Pinschmidt	547	Jose Ramery	511	Michael Shaba	471	Justin Carter	439	Barbara Walton	397
Sunilda Sabino	547	Philip Russo	511	Joaquin Santos	471	Gursandeep Boparai	437	Brian Jerome	397
Carol Ornellas	547	Wesley Parrigin	511	Carrington Scott	471	Alisi Sanalio	436	Zachary Ledyard	397
Matthew Bender	547	Taneshia Solomon	509	Jennifer Becker	470	Pamla Crawford	435	Christopher McFoy	396
Desere Chachere	546	Denice Copp	509	Dennis Moran	470	Ashley Harrington	435	Kevin Holtz	396
Catherine McConaha	545	Jinzhou Zhao	509	Timothy Wilson	469	William O'Brien	435	Ted Lines	394
Jennifer Kinder	545	Tevita Tupouniua	507	Mariana Gonzalez	468	Senelinah Talamaivao	434	Robert Tucker	394
Pelenatita Niu	540	Jessica Wilhite	506	David P Holt	468	Chris Lussier	433	Mu-Chieh Tsai	394
Mark DeFrancisco	540	Kristi Vang	505	Evette Lewis	468	Meghan Lay	433	Mark Danner	392
Jim Berry	539	Satbir Singh	504	Violetta Khanan	468	Perry Griffith	432	Jared Durham	391
Melody Harrison	539	Christopher Avin	503	Michael Misuraca	467	Forest Wood	432	Luz Torres	391
Brenda Howell	539	Antonio Bond	503	Joanna Nice	467	Jonathan Tomko	432	Colin Henke	390
Stephanie Hopkins	539	Danny Williams	501	Karen Parson	463	Ricardo Subero	428	Michael Laramie	390
Rachael Garza	539	Jason Wilk	500	Kyle Johnson	463	Manuel Gonzalez	428	Ryan Reausaw	389
Alanna Swenson	538	Malesia Williams	497	Katie Shugert	462	Jonathan Mortensen	428	Adam Huck	389
Tyler Hacker	536	Dennis Holder	497	Aaron Blair	460	Joshua Keller	428	William Hogan	389
Curtis Korneluk	534	Christine Ulery	496	Gary Bowen	460	James Buller	426	Levi Stearns	389
Jessica Courty	533	George Versnick	496	Samuel Tomaro	459	Lori Hughes	424	Sharon Nigota	388
Jonathan Paul	532	Allan Faalavaau	496	Ashley Lacy	458	Yuliana Alvarez	423	Janice Horslin	388
Keith Booker	531	Carmen Young	494	Richard Carter	458	Harinder Kaur	423	Roger Fraley	387
Mahasin Pierce	530	Evan Reich	494	Derek Wollenweber	456	Lasonya Clerk	423	Louisa Ake	387
Travis Vandeburge	530	Jonathan Maust	494	Jack Bryant	456	Ashley Miller	423	Shaun Carvelli	387
Caitlin Liddell	529	Jorell Washington	494	Brian Ray	456	Oscar Ahumada	422	Ali Zaidi	387
Christian Navas	529	Victoria Elder	494	Ovava Tuipulotu	455	Andrew Bayang	422	Jeffrey Barr	387
Manuel O'Brien	528	Mike Bray	494	Daniel J Johnson	454	Robert Drake	422	Megan Elliott	387
Viva Mafua	528	Jahla Mount	493	Randy Tabor	454	Caleb Bowers	421	Bhupinder Singh	386
Sarah Simko	527	Aaron Singer	493	Matthew Ring	454	Selvaia Tonga	421	Macy Pettaway	386
Juana Martinez	526	Brittney Russo	493	Christopher Workman	453	Derek Wiens	421	William Flournoy	386
Vaine Rere	526	Alfredo Flores	493	Danny Jones	453	Ryan Leong	420	Ryan Fistler	385
Nate Waldmiller	526	Nicholas Abbott	492	Melanie Hutchison	452	Sun Yoon	418	Bianca Miller	385
Peter Lynn	526	Matthew Starr	491	Robert Werbrouck	451	Jacquelyn Swift	418	Allauddin Ziauddin	384
Matthew Cosic	524	Brian Jacques	491	Patrick Lesatele	451	Ryan Smith	416	Staci Daggett	383
Georgie Martinez	524	John Farley	491	Matthew Dennis	450	Herivelto Pereira	415	Felicia Price	383
Jorge Guerra	523	Jesse Jacobs	491	Melody Hudson	448	Karen Tuazon	414	Daniel Cawley	383
Theresa Jones	523	Sonny Nogotau	489	Jeffrey Gregorek	448	Maulalo Taufao	412	Andrew Smith	382
Larry Brunson	522	Dewitt Lambert	489	William Ravosa	447	Siaosi Lee	412	Michael Clemente	382
Richard Davis	521	Caleb Longley	488	George Babish	447	Santana Schwass	412	Daniel T Johnson	382
Samvel Tigranyan	521	Philip Currie	488	Naumati Lavemai	447	Ratukitione Nasilasila	412	Gary Rodriguez	382
Erika Cannady	521	Sean Kiersztyn	487	Justin Woods	447	Dawn Wagner	411	Carissa Williams	381
Andrew Morton	520	Sam Bakker	487	Austin Blaschak	446	Kyle Flaker	411	Newton Farley	381
Kimberly Brennan	520	Daniel Bordoy	487	Dwelyn Smith	446	Kenisha Humes	410	Jonathan B Davis	379
Nathan Dewey	520	Rovie Vanhtha	487	Tracy Miersch	446	Jamaal Lynwood	410	Matthew Sorkin	378
Michael King	519	Takia Williams	485	Nic Iagulli	445	Kerry Archibald	408	David Anderson	378
Harold Jara	519	Chantell Bullard	484	Hilary Hamilton	445	Akenese Ati	408	Marcus Guyton	378
Maurice Flynn	517	Alex Niemann	484	Stephen Creaghan	445	Benjamin Ainscough	406	Gwendolyn Noel	378

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sarah Searles	\$377	David Guzman	\$346	Sione Etoni	\$314	Bryson Baylor	\$287	David Van Someren	\$262
Dannen Verret	376	Agatha Safford	346	Anthony Baker	314	Sarai Castanon	287	Magdalene Franklin-Holmon	261
Dustin Rushin	376	Cicaley Gipson	345	Duane Robertson	311	Bryan Peters	286	Lauren Moon	261
Faalave Fale	376	Tia McCutcheon	344	Anthony Frisiello	311	Jesus Machado	286	Christine Beistel	260
Michelle Kyles	374	Kevin Rendon	343	Blake Hallman	310	Faifaimalie Samia	285	Stephanie Solusod	260
Donald Hofer	373	James Lisonbee	343	Anthony Perosi	310	Maureen Muchison	284	David Vu	258
Cadi Jackson	373	Refugio Alvarez	342	Ellahe Vaziri	309	James Shackelford	283	James Stevens	258
Kimberly Alston	373	Ryan Richards	342	Millie Lia	309	Johanna Handa	283	Stephen Queen	258
Christine Augustus	371	Scott Patterson	342	Laura Thornton	309	Daniel Umbertone	282	Henrietta Jackson	257
Liekina Manuofetoa	371	Victor Mere	341	Clark Coles	309	Johnathan Bond	282	Richard VanderMallie	257
Sean Wampler	370	James Larkin	341	Tanisha Mathis	309	Ashley Amison	281	Andrew Strauss	257
Ameto Iosefo	370	Katie Dunn	341	Marica Roudon	309	Steven Haberman	281	Megan Pryke	256
Carmen Brown Williams	370	Andre Dryagin	341	Dennis O'Neill	308	Arnold Freedman	281	Kathare Mundit	256
Jason Adamo	369	James Lochard	340	Aaron Dunlap	307	Nina Dolman	280	Joseph Wong	255
Sabrina Searls	369	Alexandre Violet	340	Travis Head	307	Celeste Holmes	277	Noelani Kanekoa	255
Bervina Lane	369	Philip Walters	340	Michael Robinson	307	Amanda Beyersdorff	276	Terry Norman	254
Tiffany Aoyama	368	Jean Reese	337	Brenton Betts	307	Miki Bartolome	275	Lackram Persaud	254
Kurt Overy	366	Matthew Lukesh	337	Shawn Benninger	306	Gladys Reed	274	Maria Gonzalez	253
Paige Murphy	365	Holly Cook	336	Luke Urlacher	306	Christopher Vary	274	David Medley	253
Courtney Shambaugh	365	Robert Bowie	335	Tom Morrell	305	Gloria Garrett	274	Derron Alexander	253
JoAnne Marks	364	Jone Naikatini	334	Vardan Akelyan	305	Steven Rotherforth	274	Kevin Appasamy	252
Terry Liggins	364	Arthur Westergren	333	Heather Beals	304	Gisela Velez	274	Geoffrey Dickson	252
Januari Harso	363	Dione Simms	333	Maraia Cuanikeli	304	Ryan Neel	273	Jake Yagjian	252
Sebrena Cohen	363	Sheree Risley-Aragon	332	Bryan Czajkowski	303	Brian Doucet	273	Patricia Phelps	251
Iosua Anac	363	Donald Hill	332	Garvin Smith	303	Danilo Mendoza	273	Kevin Floramo	251
Brandon MacDonald	362	Jonathan Molesi	332	Nicoletta Spagnola	303	Kay Suarez	272	Sulia Quensell	251
Shawn Chheng	361	Katharine Haywood	332	Jack Keiderling	303	Morgan Brown	271	Earle Harris	251
Dylan Waller	361	Cody Felder	332	Jennifer Gonzalez	302	Richard Branchflower	271	Marissa Mangsat	251
Norman Roy	361	Matthew Gabler	332	Stan Fisher	302	Kuini Sauni	271	Michael Davis	251
Maribeth Zaferopolos	360	Robert Tierney	332	George Noujaim	302	Tupou Tapueluelu	271	William Pettengill	250
Keon Pescadero	360	Connie Athanasopoulos	331	Jeremy Bennett	301	Victoria Brown	270	Cory Atwood	250
Engell Alfonso	360	Daniel Ginn	331	Angelie Malot	301	Melinda Donnelly	270	Chenyn Allen	249
Ryan Kissling	359	Gabriel Manzo	330	Fatoumata Dibba	299	Donna Trotta	270	Paul Hardison	248
Leland Lambert	358	Carmelo DeCicco	330	Brittney Passig	298	Diane Carrion	269	Tiffany Foster	248
Brittany Bezanson	358	Benjamin Hughett	329	Thomas Strickland	298	Benjamin Thede	269	Kristi Hayashida	248
Charles Fischer	357	Amanda Nielsen	329	Donna Tremaine	298	Dorothy Palmer	269	Dustin Schiele	247
Andrew Cline	357	Bijan Ghadiri	329	Maritz Reyes-Beltran	298	Shirley McKie	269	Alex Hernandez	247
Michael Ulavale	357	Mark Petersen	328	Marion Polk	298	Marian Tachie-Menson	268	John Ophals	247
Jose Harb	356	Adriana Lopez	327	Jesse Sitze	297	John Philpott	268	Cheryl Castaneda	247
Andrew Bishop	356	Larry Sale	327	Fabiola Quintero	297	Kirk Kennedy	268	Roger Johnson	246
Charles Goodman	356	Pelenaise Makaui	326	Steven Stensrud	297	Mary Maida Fujii	267	Herman Fennell	246
LaToya Prince	356	Matthew Haslett	325	Michael Young	297	Joshua Hardin	266	Beverly Bergthold	246
John Bacaron	355	Zachary Hart	323	Sarah Strain	296	David Pope	266	Karen Lopez	245
Robert McCall	355	James Bruce	323	Catherine Gurri	296	Kathryn Tracy	266	Denise Tatham	245
Christopher Stephens	354	Joshua Anderson	323	Aaron McLean	296	Monica Agliori	266	Devin English	245
Shari Hrehoruk	352	Brandon McCrea	322	Branden Rivas	295	Matthew Cartwright	266	Jesse Jardine	244
Matthew Hodge	352	Joseph Harris	320	Saroeum Kou	294	Veronica Martin	265	Donna Koehn	244
Andrew Lin	350	Alisha Armand	320	Jason Teves	293	Deanna Mitchell	265	Anastacio Baeza	244
Emelda Agard	350	Ivanna Hayes	319	Kyle Chase	293	Irenio Martinez	265	Julius Petty	243
Milan Kucera	350	Julie Wells	319	Lucyna Ostrzycki	291	Cameron MacCall	265	Leonard Maggio	243
Joseph Falzone	349	Brian Maienknecht	319	Kristina Aguirre	290	Timberly Merritt	264	Kilisimasi Segal	243
Marshall Miller	349	Lamine Diakhate	319	Monica Murray	290	Sayed Hashimi	264	Carleus Johnson	243
Heather Hewitt	348	Faasoosoo Savaiinaea	318	Lito Neveres	290	Taufaiilematagi Lomu	263	Peter Levithan	242
Dustin Gaunt	348	Nicholas Wagner	318	Selandras Villanueva	289	Nicholas Spirito	263	Lopusi Teo	242
Linda Henke	348	James Cliff	318	Liam Flaherty	288	Katherine Shepard	263	Nicholas Alexander	242
David Pena	347	George Jweid	314	Teatawhai Taua	287	Sekaia Ragata	263	Ryan Merritt	242

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Toshia Gentzyl	\$241	James Keck	\$219	Jessica Kline	\$202
Moana Broughton	240	James Frazier	219	Michael Hamilton	201
James Schneider	240	Alexander Catalano	218	Filipo Havili	201
John Stone	240	Anil Singh	218	Jamal Walters	201
Clifford Telasky	240	Byron White	218	James Boyne	201
David Meyers	239	Mitchell Look	218	Sara Roebuck	200
Robert Rovy	239	Anthony Daws	217	Jean Salas	200
Fili Lesatele	239	Carlos Garcia	217	Emily Matheny	200
Kenneth Walby	238	Michael Burningham	217	Elizabeth Rivera	200
Mike Hudnall	237	Latasha Moore	217	Vijay Khobchandani	200
Christy Scrivner	237	Liseti Fifita	217		
Leanne Leef	236	Paul Samra	216		
Stephanie Kies	236	Rosalie Maass	216		
Jessica Santamarina	235	Anthony Novalony	216		
Scott Davison	235	Preeti Sahgal	216		
Elise Kaiser	235	Susan Bergh	216		
Trauja Purifoy	234	Cerfonz Parker	215		
Bradley Weigand	234	Kathryn Cole	215		
Luis Garibay	234	Desmond Kamara	215		
Ruben Cal	234	Joseph Jensen	214		
Raymond Billups	234	Kenneth Carlberg	213		
Justin Remick	234	Alexandra Castain	212		
Shirrod Victoria	234	Jason James	212		
Jessica Meadows	233	Steven Wathen	211		
Viliame Kaitani	233	Preston Turner	211		
Michael Zielinski	233	Cecelia Mafi	211		
Joshua G Smith	233	Diane Maietta	210		
Lucas Munson	232	Freida Yakubov	210		
Chauntese Rice	231	Lee Mercker	210		
Jerry Howard	231	Albert Kunsman	210		
Walter Watson	231	John Franklin	210		
Cherie Adams	230	Patrick Parisi	210		
Raymond Risucci	230	Jannette Frye	210		
Donald Shuck	229	Kasun Mapatuna	209		
Stacy West	228	Jahn Herrick	209		
Ritia Tokahere	227	Alba Wandurraga	209		
James Brown	227	Anastasia Bass	209		
Carly Radzimanowski	227	Nathaniel Wicken	209		
Catherine Konieczka	227	Paul Bourassa	208		
Vani Galuvakadua	226	Philip Roffi	208		
Justin Wise	225	Jeremiah Arellano	208		
Randall Barker	224	Nadine McSorley	207		
Amy Allen	223	Amy Lehman	207		
Maria Esposito	223	Dorothy Bennett	207		
Erinn Brown	223	Christopher McMenomy	206		
David Livingston	223	Forest Gsell	206		
Jiali Fu	223	Marissa Kramer	206		
Tayleigh Brummer	223	Candi Lau	206		
Edward Hardy	222	Tiare Hubbard	206		
Salaalofa Pelekata	221	Norris Boulter	205		
Stephanie Bakker	221	Bleys Wright	205		
Heather Eaton	220	Kseniya Ostrovska	204		
Angelika Vassilieva	220	Ewa Marinaccio	204		
William Cline	220	Nancy Solar	203		
Stephanie Wright	220	Amandeep Gill	203		
Anita Paul	220	Jesse Correin	202		

Reinstatement Bonus

Total: \$55,898

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$4,730	Douglas Zigby	\$645	Maurice Baritz	\$443	Preeti Sahgal	\$353
Lance Martin	2,261	Ryan Tucker	635	Nicolas Ullmann	441	Fritznel Octave	352
Frank Kolligian	1,671	Tanisha Mathis	619	David Jackson	431	Emil Mohareb	348
Nabil Spahi	1,638	Tabita Neukirch	619	Ben Halali	422	Juan Sosa	339
Djenabou Diallo	1,548	Nicole Bailey	612	Alan Weissen	418	Rachael Garza	338
Sheree Risley-Aragon	1,463	Rachyl Schlickbernd	611	Matt Flores	409	Peter Kaplanis	329
Daniel Pinschmidt	1,428	Mario Andres Chavez	607	Patrice Amador	404	Justin Williams	315
Richard Walus	1,130	Elizabeth VanDugteren	585	Henry Ingraham	401	Bradley Weigand	303
Glyn Hurst	870	Samantha Chui	559	Natalie Soboleva	394	Adeyemi Akinade	288
Olga Tsymbal	866	Earle Harris	557	Deborah Johnson	390	Danielle Arena	287
Ahmad Abdollahzadeh-Parsa	863	Lawrence Dennis	534	Arthur Westergren	388	Phyllis Jones	285
Earnest Loveless	844	Joshua Jenkins	516	Peer Shmelzer-Moratin	385	Rosemary Fleming	277
Patrick Parisi	780	Debra Bell	473	Lisa Sanders	380	Elizabeth Hodgson	277
Aghayni Nazarian	754	Jason Black	467	Victor Schwenoha	371	Nikita Barnes	271
Scott Patterson	728	Nicole Johns	449	Paw Sandberg	366	Kurtis Hopkins	267
Chris Manning	680	Lily Tchen	443	John Bulecza	356	Scott Hanna	266
						Anna Senra	265
						David Rockway	263
						Johleena Tolentino	260
						Matthew Melhorn	\$253
						Alanna Swenson	251
						Tyler McBride	249
						Ricardo Subero	240
						Brian Schreiter	238
						Rebecca Fischer	237
						Cordell Key	236
						Christopher McFoy	225
						Mauselie Dor	222
						Ricardo Garavito	221
						Albie Udom	220
						Robert Dennis	219
						Araksya Shahinya	211
						Anita Knight	203
						Craig Steeves	200



See *Spotlight*, page 11 for top 50 qualifiers and YTD bonus leaders. For full contest details, visit www.ailife.com/spotlight.aspx

Total: \$231,286

Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Justin Vogler	\$1,213	Michael LiBassi	Marie Sio	\$1,017	Steve Friedlander	Vatapuia Vavau	\$848	Steve Friedlander
Jordan Freeman	1,196	Steve Greer	Lawrence Smith	1,009	Steve Greer	Andrea Nichols	845	Oldham-Bianchi
London Burnett	1,191	Surace-Smith	Michael Polakowski	995	Simon Arias	Souleymane Bah	843	Fred Hadayia
Matthew Conrad	1,183	Surace-Smith	Randall Cook	988	Joseph Diecedue	Sosefo Petelo	836	Steve Friedlander
Nicholas Moore	1,177	Oldham-Bianchi	Richard Henry	975	Alex Roland	Nicholas Patterson	836	Theodore Pappas
Viet Chung	1,173	Jatoft-Foti	Kyle Taylor	966	Travis Moody	Zachary Santino	818	Oldham-Bianchi
Nicole Johnson	1,170	Surace-Smith	Prentiss Parker	966	Cohen-Cohen	James Smith	818	Altig-Orlovic-Hay
DeAnthony Hartman	1,162	Paul Rumbuc	John Sikora	958	David Hausman	William Russell	815	Steve Friedlander
Kevin Holtz	1,143	Surace-Smith	Wayne Blumling	958	Jeffery Thiel	Patricia Weaver	810	Jeffery Thiel
Kelepi Salusalu	1,135	Steve Friedlander	Zbigniew Stankiewicz	958	Fred Hadayia	Akenese Ati	800	Steve Friedlander
Alexander Gonzalez	1,119	Furer-Whittinghill	Rita Charles	948	Steve Friedlander	Peter Chung	785	Jatoft-Foti
Andrew Sunkin	1,107	Theodore Pappas	Jacob Brockmann	941	Altig-Orlovic	Ian McCullough	764	Altig-Orlovic-Traboulay
Amosa Faamanu	1,096	Steve Friedlander	Debra Hunter	940	Fred Hadayia	Janice Moseychuck	757	Imran Satti
Valerie Cormier	1,096	Steve Greer	Alfredo Flores	929	Cohen-Cohen	Steven Haberman	746	Surace-Smith
Luis Alvarez	1,090	Cohen-Cohen	Ran Yi	916	Imran Satti	Cameron Cimino	734	Simon Arias
Carleus Johnson	1,088	Matt Henderson	Philip Abramovitz	910	Theodore Pappas	James Keefer	728	Simon Arias
James Riordan	1,076	Laura Fisher	Philip Roffi	901	Furer-Whittinghill	Jose Rubio	725	Altig-Orlovic-Traboulay
Ashley Harrington	1,069	Matt Wolfanger	Robert Cline	881	Altig-Orlovic	Jodi Bohdal	725	Fred Hadayia
Kevin Galloway	1,060	Fred Hadayia	Ramal Taylor	876	Mark Hancock	Skylar Brown	723	Surace-Smith
Amarildo Hajro	1,021	Surace-Smith	Sandy Riley	872	Chris Hernandez	Bobby Szwaja	721	Theodore Pappas
Allen Nelson	1,018	Steven DiChiaro	Chris Lussier	858	Steven DiChiaro	Nathaniel Faber	719	Slav Bitman



Qualifier	Bonus	SGA
Erik Boyd	\$702	Fred Hadayia
Kevin Ristau	695	Alex Roland
Cameron MacCall	684	Fred Hadayia
Chris Clark	664	Altig-Orlovic
Anaise Moonia	662	Steve Friedlander
Tanisha Mathis	636	Matt Henderson
Michael Cadres	629	Joseph Diecedue
Allan Faalavaau	617	Steve Friedlander
Daniel Rapp	606	Jeffery Thiel
Travis Picklesimer	604	Surace-Smith
Christopher Favor	596	David Hausman
Jessica Santamarina	586	Matthew Hogan
George Baumberger	578	Theodore Pappas
Victoria Watkins	575	Paul Rumbuc
Jovani Chappel	560	Simon Arias
Kenneth Ludwig	559	Steven DiChiaro
Bruce Viaje	554	Altig-Orlovic
Jennifer McBroom	554	Slav Bitman
Bradley Kampmeier	553	Joe Manone
Corwyn Boykins	552	Jeffery Thiel
Mavrick Fredericks	549	Giglione-Ackerman
Dustin Dunlap	540	Surace-Smith
Vijay Khobchandani	540	Steve Friedlander
Ransy Vazquez	537	Bob Olson
Daniel Pally	533	Altig-Orlovic
Josh Bloomquist	509	Tiffany Roland
Christopher Simpson	506	Scott Sonnenberg
Scott Patterson	501	Joseph Diecedue
John Setu	495	Steve Friedlander
Amr Shater	492	David Hausman
Thomas Meyer	487	Oldham-Bianchi
Nancy Ford	484	Altig-Orlovic
Ryan Ruiz	472	Furer-Whittinghill
John Stankoski	467	Simon Arias
Mark Wyner	462	Sabrina Lloyd
Kelly Finnen	458	Steve Greer
Samantha Sliger	452	Jeremy Welch
Kurtis Hopkins	446	Cohen-Cohen
Brian Hutchings	441	Oldham-Bianchi
Christopher Grunditz	437	Laura Fisher
Raymond Bentley	432	Paul Rumbuc
Daniel Mastropolo	431	Slav Bitman
Scott Smith	431	Fred Hadayia
Zac Dajos	429	Paul Rumbuc
Senelinah Talamaivao	427	Steve Friedlander
Maureen Brunet-Forchilli	426	Oldham-Bianchi
Alex Dmyterko	414	Altig-Orlovic-Lyse
Marie Karaky	410	Simon Arias
Kristian Brennan	408	Imran Satti
Tamara Davis	401	Steve Greer
Samantha Romano	400	Fred Hadayia
Christopher Daniels	399	Slav Bitman
Scott Davison	392	Steve Greer
Kesia Tautaiolefua	387	Steve Friedlander
Antonio Evans	387	Joe Manone
Danielle Cardello	384	Oldham-Bianchi
Michael Logue	383	Simon Arias
Stephen Creaghan	375	Joseph Diecedue
Jacqueline Kabluyen-Mitchell	372	Altig-Orlovic

Qualifier	Bonus	SGA
Harvey Dixon	\$368	Steve Friedlander
Patrick Donovan	364	Altig-Orlovic-Venkamp
Angela Waller	360	Simon Arias
Ronald Kutruff	354	Simon Arias
Jonathan Owen	353	Simon Arias
Staci Meckler	353	Surace-Smith
Fehia Petelo	351	Steve Friedlander
Andre Hawthorne	350	Laura Fisher
Emmanuel Villasenor	349	Chris Hernandez
Vernin Vigier-Reynoso	345	Matt Henderson
Tere Diamond	343	Steve Friedlander
Jennifer Kinder	342	Dorian Oldham
Clayton Herron	341	Steve Greer
Kirk Waters	340	Slav Bitman
Sita Pereira	338	Steve Friedlander
Irma Hayes	338	Paul Rumbuc
Kevin Talbot	333	Joseph Diecedue
Andrew McQuade	329	Steven DiChiaro
Seth Holmberg	327	Jatoft-Foti
Judy Hassan	322	Giglione-Ackerman
Dace Heislere	321	Altig-Orlovic
Stephen Jeung	320	Cohen-Cohen
Bernadette Casciato	311	Simon Arias
Daniel Bernard	309	Oldham-Bianchi
Alexander Keats	302	Altig-Orlovic
Aaron McLean	302	Imran Satti
Crystal Lynch	301	Steven DiChiaro
Bradley Ward	300	Surace-Smith
Jason Corpora	288	Slav Bitman
Marium Sherzai	288	Cohen-Cohen
Jesse Remby	288	Simon Arias
Christopher Kennedy	288	Surace-Smith
Danielle Arena	285	Cisco Perez
Jessica Baker	274	Steve Greer
Christopher Madsen	272	Eric Cochran
Matthew Cosic	269	Surace-Smith
Terrilyn Cheatham	269	Tim McAdams
Shahab Mahdavinjad	265	Theodore Pappas
Madai Price	261	Williams-Zophin
Eluerecia Guzman	261	Jatoft-Foti
Erica Fay	257	Travis Moody
Katie Shugert	256	Surace-Smith
Brian Wallace	255	Sonny Gurney
David Higa	254	Cohen-Cohen
Denise Berrios	248	Chris Hernandez
Leonard Muhammad	247	Williams-Zophin
Ivana Ofakineiafu	246	Steve Friedlander
Jonathan Santiago	246	Laura Fisher
Christopher Buonanni	242	Matt Henderson
Tevita Tupouniua	237	Steve Friedlander
Sarish Chandra	237	Steve Friedlander
Heather Gillham	235	Jeremy Welch
Brian Wilson	233	Michael LiBassi
Kyle Kaiser	229	Jeffery Thiel
Jennifer Holliday	228	Joe Manone
Michael Lindsey	228	Simon Arias
Kyshia Smith	223	Altig-Orlovic-Lyse
Aaron Dunlap	222	Simon Arias
Dominique Bertoncini	221	Jatoft-Foti

Qualifier	Bonus	SGA
Dustin Edgell	\$214	Paul Rumbuc
Emilio Kim	212	Altig-Orlovic
Lillian Mariso	212	David Hausman
Corey Carbon	211	Cohen-Cohen
Gary Brown	208	Surace-Smith
Anthony Harris	207	Curtis Moreland
Annalynn Macugay	204	Altig-Orlovic

SA CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

Name	#	SGA	Name	#	SGA	Name	#	SGA
William Flournoy	5	Diego Arangopuerta	Matthew Cosic	2	Surace-Smith	Nicholas Moore	2	Oldham-Bianchi
Brandon McCrea	4	Travis Moody	Tere Diamond	2	Steve Friedlander	Prentiss Parker	2	Cohen-Cohen
Christian Napiza	4	Jatoft-Foti	Uatesoni Filimoehala	2	Steve Friedlander	Carly Radzimanowski	2	Eric Cochran
Alex Dmyterko	3	Altig-Orlovic-Lyse	Dustin Gaunt	2	Cisco Perez	David Ramirez	2	Jatoft-Foti
Billy Northington	3	Alex Roland	Joe Gomez	2	Diego Arangopuerta	Raymon Reynolds	2	Chris Hernandez
Vaine Rere	3	Steve Friedlander	Irma Hayes	2	Paul Rumbuc	Ruben Santillana	2	Steve Friedlander
Philip Roffi	3	Furer-Whittinghill	Latasha Hemphill	2	Sonny Gurney	Marium Sherzai	2	Cohen-Cohen
Kyshia Smith	3	Altig-Orlovic-Lyse	Eric Hidy	2	Dorian Oldham	Dianne Smalls	2	Mark Beckford
Benjamin Thompson	3	Altig-Orlovic	David Higa	2	Cohen-Cohen	Lawerence Smith	2	Steve Greer
Benjamin Ainscough	2	Altig-Orlovic	Cory Hobbs	2	Mark Hancock	James Smolen	2	Theodore Pappas
Jack Anderson	2	Furer-Whittinghill	Kyle Istvanditsch	2	T J Powers	Jacquelyn Swift	2	Altig-Orlovic
Danielle Arena	2	Cisco Perez	Lauren Jones	2	Scott Sonnenberg	Ramal Taylor	2	Mark Hancock
Denise Berrios	2	Chris Hernandez	Jennifer Kinder	2	Scott Sonnenberg	Omarh Torio	2	Jatoft-Foti
Jodi Bohdal	2	Fred Hadayia	Jeanette Lancaster	2	Jatoft-Foti	Ashley Wenning	2	Surace-Smith
Bernadette Casciato	2	Simon Arias	Cameron MacCall	2	Fred Hadayia	George Williamson	2	Slav Bitman
Chris Clark	2	Altig-Orlovic	Annalynn Macugay	2	Altig-Orlovic			
Joshua Cook	2	Simon Arias	Marion Magat	2	Jatoft-Foti			
Valerie Cormier	2	Steve Greer	Staci Meckler	2	Surace-Smith			

GA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Kraig Jilge	9	Jatoft-Foti	Richard Lyddon	3	Steven DiChiaro	Andrea Nichols	2	Oldham-Bianchi
Michael Copeland	8	Travis Moody	Graeme Orr	3	Steve Friedlander	Michael Paczkowski	2	Altig-Orlovic-Deley
Ariana Jones	8	Theodore Pappas	John Setu	3	Steve Friedlander	Scott Patterson	2	Joseph Diecedue
Karolina Debek	6	Sabrina Lloyd	Robert Shepard	3	T J Powers	Travis Picklesimer	2	Surace-Smith
Brandon MacDonald	6	Scott Sonnenberg	Vatapuia Vavau	3	Steve Friedlander	Nasr Quadri	2	Theodore Pappas
Barbara Corigliano	5	Sabrina Lloyd	Huihann Wee	3	Altig-Orlovic	Phillip Rigoli	2	Laura Fisher
Karen Gagarin	5	Jatoft-Foti	Kyle Wrobel	3	Surace-Smith	Sheree Riskey-Aragon	2	Diego Arangopuerta
Trevor Mayer	5	Altig-Orlovic	Karen Barbour	2	Steve Greer	Harold Robertson	2	Matt Henderson
Dominique Bertoncini	4	Jatoft-Foti	Christina Black	2	Oldham-Bianchi	George Rosicky	2	Bob Olson
Wayne Blumling	4	Jeffery Thiel	Corwyn Boykins	2	Jeffery Thiel	Johna Ryan	2	Steven DiChiaro
Rachel Bryson	4	Simon Arias	Tricia Brown	2	Altig-Orlovic-Deley	Zachary Santino	2	Oldham-Bianchi
Cameron Cimino	4	Simon Arias	Michael Cadres	2	Joseph Diecedue	Lucan Schmidt	2	Simon Arias
Kevin Holtz	4	Surace-Smith	Jose Carvajal	2	Laura Fisher	Ofa Siasau	2	Steve Friedlander
Kyle Kaiser	4	Jeffery Thiel	Sarish Chandra	2	Steve Friedlander	Scott Smith	2	Fred Hadayia
Kody Karhliker	4	Jeremy Harbin	Jovani Chappel	2	Simon Arias	Tim Smith	2	Jeffery Thiel
Chris Lussier	4	Steven DiChiaro	Peter Chung	2	Jatoft-Foti	Taneshia Solomon	2	Steve Greer
Christopher Madsen	4	Eric Cochran	Matthew Conrad	2	Surace-Smith	Thomas Soloweyko	2	Steve Greer
Cecilia San Diego-Tomas	4	Jatoft-Foti	Dustin Dunlap	2	Surace-Smith	Senelinah Talamaivao	2	Steve Friedlander
Anthony Anderson	3	Mark Hancock	Amosa Faamanu	2	Steve Friedlander	Kyle Taylor	2	Travis Moody
Matthew Barrion	3	Bob Olson	Seiloni Filimoehala	2	Steve Friedlander	Donna Tremaine	2	Steve Friedlander
Thomas Felicciardi	3	Theodore Pappas	Kelly Finnen	2	Steve Greer	Bruce Viaje	2	Altig-Orlovic
Matthew Ficarra	3	Oldham-Bianchi	Mavrick Fredericks	2	Giglione-Ackerman	Daniel Walton	2	Surace-Smith
Nicole Johnson	3	Surace-Smith	David Garbarskiy	2	Theodore Pappas	Kirk Waters	2	Slav Bitman
Dmitriy Kagan	3	Slav Bitman	Andre Hawthorne	2	Laura Fisher	Bryon Welch	2	Steve Friedlander
David Livingston	3	Surace-Smith	Clayton Herron	2	Steve Greer	Brent Wilhelmi	2	Steven DiChiaro
Kenneth Ludwig	3	Steven DiChiaro	Brenda Kidd	2	Scott Sonnenberg	Randy Wright	2	Steve Hartman

MGA CODES

Name	#	SGA	Name	#	SGA
Ben Halali	16	Jatoft-Foti	Natalie Wagner	4	Altig-Orlovic
Norman Candelore	10	Jeffery Thiel	Nicholas Zangardi	4	Surace-Smith
Angel Sanchez	10	Scott Sonnenberg	Andrew Aaron	3	Altig-Orlovic
Jason Bratin	9	Theodore Pappas	Thomas Baeurich	3	Altig-Orlovic
Mathew Mealey	9	Travis Moody	Richard Barbour	3	Steve Greer
Craig Strompf	9	Furer-Whittinghill	Andrew Bishop	3	Altig-Orlovic
Justin Adams	8	Simon Arias	Christopher Chovanec	3	Steve Greer
Simon Rolland	8	Steve Friedlander	Samuel Cohen	3	Fred Hadayia
Kevin Appasamy	7	Altig-Orlovic	Nicholas Collins	3	Steve Friedlander
Patrick Bendure	7	Surace-Smith	Matthew Davidson	3	Sinner-Sinner
Ryan Hall	7	Laura Fisher	Matthew Diulus	3	Simon Arias
Thomas Vena	7	Simon Arias	Caleb Douce	3	Jeffery Thiel
Richard Correa	6	Steven DiChiaro	Loretta Ekeroma	3	Steve Friedlander
Mark Glazer	6	Theodore Pappas	Jonathan Emura	3	Altig-Orlovic
Evan Holzhauer	6	Giglione-Ackerman	Lucky Faaitiiti	3	Steve Friedlander
Raymond Risucci	6	Dorian Oldham	Darron Hacker	3	Surace-Smith
Jared Cleckner	5	Steve Hartman	Tracy Haden	3	Steve Greer
Kellen Cuttance	5	Slav Bitman	Daniel Hartwig	3	Surace-Smith
Mack Doby	5	Joseph Diecedue	Frederick Hyde	3	Giglione-Ackerman
Alexandra Graham	5	Fred Hadayia	Serah James	3	Steve Friedlander
Erik Graham	5	Cohen-Cohen	Richard Johnson	3	Matthew Hogan
Brett Gryska	5	Oldham-Bianchi	Kyle Klipp	3	Steven DiChiaro
Mathew Hart	5	Surace-Smith	Mark Kukielski	3	Eric Neal
Chad Hatfield	5	Steve Hartman	Colin Lyse	3	Altig-Orlovic-Lyse
Steven King	5	Paul Rumbuc	Michael Mandella	3	Chris Hernandez
Elisha Konieczka	5	Joseph Diecedue	Steven Moore	3	Scott Sonnenberg
Ernesto Magat	5	Jatoft-Foti	Christine Moulton	3	Jeremy Welch
Richard Nicholson	5	Jeremy Harbin	Fritznel Octave	3	Williams-Zophin
Matthew Parks	5	Surace-Smith	Byron Paz	3	Josh Chalom
David Rockway	5	Bob Olson	Matt Pflueger	3	Tiffany Roland
Moswen Taylor	5	Mark Hancock	Tina Phongsavath	3	Altig-Orlovic
Mark Wyner	5	Sabrina Lloyd	Eric Powell	3	James Bailey
James M Allen	4	Travis Moody	Heather Rowell	3	Tim McAdams
Chance Clauss	4	Sinner-Sinner	Doreen Ryan-Foti	3	Jatoft-Foti
Mark Corkrean	4	Steve Greer	Cathy Thompson	3	Sonny Gurney
Tiffany Curley	4	Eric Cochran	Tasha Tucker	3	LaTonya Tucker
Pamela Furuya	4	Altig-Orlovic	Ofa Tupouniua	3	Steve Friedlander
Ricardo Grandt	4	Laura Fisher	Nicolas Ullmann	3	Giglione-Ackerman
Bobby Gujral	4	Altig-Orlovic	Ryan Vopat	3	Surace-Smith
Jose Harb	4	Jatoft-Foti	Brian Welsh	3	Simon Arias
Richard Henry	4	Alex Roland	Marisa Willgruber	3	Fred Hadayia
Hal Herman	4	Oldham-Bianchi	Michael Williams	3	Matt Henderson
Kyle Johnson	4	Williams-Zophin			
Jack Keiderling	4	Giglione-Ackerman			
Gil Legarte	4	Jatoft-Foti			
Melne Lewis	4	Bob Olson			
Lleison Martinez	4	Cisco Perez			
Charles McMain	4	T J Powers			
Levar Morgan	4	Theodore Pappas			
Michael Romeo	4	Oldham-Bianchi			
Justin Sally	4	Williams-Zophin			
Javier Sandoval	4	Steven DiChiaro			
Darcy Schrieber	4	Paul Rumbuc			
Mark Stubblefield	4	Giglione-Ackerman			
Cody Terrell	4	Diego Aranguuerta			
Matthew Turnquist	4	Steven DiChiaro			